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Volume 186, No. 3494 Published by His Majesty's Stationery Office, 6 [illegible]

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Board of Trade Journal

VOLUME 186, NO. 3494, PAGES 489-544
6 MARCH 1964
PRICE 1s. 6d. NET, SUBSCRIPTION INCLUDING INLAND POSTAGE, £4 12s. 6d.

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Front cover photograph

Work is under way on Scottish Pulp and Paper Mills' £20 million enterprise at Annat Point on the shores of Loch Eil. In the centre of this aerial photograph a giant crane is seen building the skeleton of the power house. The mill, for which H.M. Government is lending £10 million, is the largest industrial undertaking in the Highlands since the war. It is expected to be in operation at the end of 1965 and it will take 5,000 tons a week of Scottish conifers. It will be an intergrated mill, trees will go in one end and fine paper will come out the other. So far Scottish Pulp and Paper Mills have placed contracts worth nearly £8 million and of this amount nearly £5 million is being spent in Scotland.

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS

The *Board of Trade Journal* is published weekly by H.M. Stationery Office, price 1s. 6d. (annual subscription £4 12s. 6d. including inland or surface but not air postage) and is obtainable directly from the following addresses: York House, Kingsway, London, W.C.2; 423 Oxford Street, London, W.1; 13A Castle Street, Edinburgh, 2; 39 King Street, Manchester; 35 Smallbrook, Ringway, Birmingham, 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 80 Chichester Street, Belfast; or through any bookseller.

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Subscriptions and sales inquiries should be addressed to the publishers at any of the above addresses.

Editorial communications should be addressed to the Editor, *Board of Trade Journal*, Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2654). Address for telegrams and cables 'Boneblack, London.'

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of H.M. Government.

Advertisements. Inquiries from the London Postal Area concerning the insertion of advertisements should be addressed to H.M. Stationery Office, Room D.84, Atlantic House, Holborn Viaduct, London, E.C.1. (City 9876, Ext. 147). Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw and Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon St., London, E.C.4. (Tel. City 3718).

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Reprints of articles. Reprints from the *Board of Trade Journal*, which should be ordered within one week of publication, cost £3 0s. 0d. per page (or part) for 250 copies. (Larger quantities 5s. 0d. per page for each additional 125 copies.)

Orders and remittances for reprints should be addressed to the Director of Publications (P.2), H.M. Stationery Office Atlantic House, Holborn Viaduct, London E.C.1. Cheques should be made payable to H.M. Paymaster-General.

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Financial advantages of setting up in the Development Districts

Introducing a new pamphlet, 'What Standard Grants and Free Depreciation can Mean to You', Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, at a press conference on March 2, said that the pamphlet explained how the Government's financial assistance could benefit businesses. Mr. Heath said that the pamphlet was published to show industrialists what the inducements were, and what would be the impact on their own firms. Following talks with some industrialists, he said he had found that they were not fully cognizant of the general inducements, and many did not have a clear picture of what the inducements were worth to them.

The Secretary of State said the pamphlet tried to set out a number of examples of the effect of grants and allowances for depreciation on firms.

Referring to expansion, he said: 'It is only when a firm gets to a particular point of expansion that it thinks of moving.'

Under the Local Employment Act, 1963, 1,840 applications for grants had been received, and they were being received at the rate of some 70 applications a week. Of that figure, 540 were from the North-east, 330 from the North-west, and 830 applications from Scotland. Of the 1,840 applications approval had been given in principle to 1,160—'and we are keeping pace with them as they come in. So far, 184 applications had been withdrawn or rejected.

IN 1963 the Government introduced new legislation to improve the financial inducements available under the Local Employment Act, 1960, to businesses setting up or expanding in the development districts. The Local Employment Act, 1963, enables the Board of Trade to offer Standard Grants of 25 per cent of building costs and 10 per cent of plant and machinery costs in addition to other forms of assistance available under the 1960 Act. At the same time, under the Finance Act, 1963, the Government introduced the scheme for Free Depreciation whereby a businessman can write-off his capital expenditure on qualifying plant and machinery at whatever rate he chooses.

Since the announcement of these improved inducements, the increased interest expressed by industrialists and other businessmen in the assistance which the Board of Trade can give has been most encouraging.

The total assistance offered by the Board of Trade under both the 1960 and 1963 Local Employment Acts now amounts to £101 million.

But in spite of the great increase in the volume of these applications, many businessmen may still not be aware of the full signficance of the attractions which the combined financial benefits of Standard Grants and Free Depreciation can offer.

The Board of Trade and the Board of Inland Revenue have therefore published a new pamphlet entitled 'What Standard Grants and Free Depreciation can Mean to You' – the text of which is reproduced in full on pages i to iv of this issue of the *Board of Trade Journal* and is intended to help businessmen to understand how the Standard Grants and Free Depreciation scheme can work out in practice and how they combine to make a significant contribution towards meeting the cost of investing in a new project, or expansion, in the development districts. The pamphlet supplements two existing Government publications, 'Expanding Industry', issued by the Board of Trade, and 'Income Tax Allowances for Capital Expenditure on Machinery or Plant' (No. 430 (1963)), issued by the Board of Inland Revenue.

Although the value of the combined benefits to each project depends on a number of factors the pamphlet illustrates that in certain cases:

(i) 73 per cent of the cost of qualifying plant and machinery installed can be recovered within two years; in the first year 60 per cent can be recovered;

(ii) 71 per cent of the cost of building can be recovered over the life of the asset; in the first year 34 per cent can be recovered; and

(iii) if the aggregate of Standard Grants and tax allowances, which a project located within a development district can receive, is discounted at 10 per cent and compared with the tax allowances only (discounted at the same time) which would be received by a similar project located elsewhere, **the advantage in favour of a development district is 25 per cent for plant and machinery investment and nearly 55 per cent for building investment.**

The pamphlet also underlines that a new business established in a development district, which has not yet become profitable, need not pay any taxation until the entire investment in qualifying plant and machinery, plus the 30 per cent investment allowance, has been written off.

This pamphlet is obtainable free of charge from the Board of Trade in London (1-19 Victoria Street, S.W.1), or from any of the Board of Trade Regional Offices and Offices for Scotland and Wales.

NW and West Midland Regional studies

Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, was asked in Parliament on March 2 to make a statement about the proposed regional studies of North-west England and the West Midlands. He said: 'The North-west Study will cover the standard region (Lancashire, Cheshire, and the High Peak District of Derbyshire); and also Cumberland and Westmorland. The West Midlands Study will cover Warwickshire, Worcestershire, Staffordshire, Herefordshire and Shropshire.

'Each study will include an examination of the principal economic and related social characteristics and trends in the areas in question and will pay particular attention to population change, employment, land use and communications.

'These studies will be carried out, under the direction of the interdepartmental steering group on regional development, by officials of the departments concerned at headquarters and in the regions – in particular, the Board of Trade and the Ministries of Housing and Local Government, Labour and Transport.

'There will be close consultation with regional interests, including in particular the planning authorities and other local authorities concerned, the Regional Boards for Industry and the principal development associations. Arrangements will also be made to obtain the views of the universities, industrialists and others concerned with regional development in these areas.'

White Paper on South-east

Asked in Parliament when the South-east Study and the Government's conclusions on it, would be available, the Secretary of State said that a White Paper setting out the Government's initial conclusions on the South-east Study would be presented to Parliament and published on March 19. The Study would be made available to Members and published in London simultaneously with the White Paper. Copies of both documents would be generally available throughout the country the following day.

More improvements for the South-west

MR. EDWARD HEATH, Secretary of State for Industry, Trade and Regional Development, in reply to a written question in the House of Commons on February 27 said: 'As the Minister of Transport announced on February 24, the Government have decided to authorize further improvements to the A38 west of Exeter, costing over £2 million. Work on them will begin this year. In addition, a survey for a new road of at least dual carriageway standard is to be made from the existing terminal of the M5 at East Brent in Somerset to a point just west of Exeter; and surveys for new by-passes on the A38 are being started. I am satisfied from what I saw when I was in the region that to improve conditions on this main artery will greatly help to open up the South-west for tourism and industry, and to stimulate growth over a wide area

'Within the region, Devon and Cornwall have special problems of unemployment, and a rate of population growth lower than the national average. I shall continue to use my full powers under the Local Employment Acts to encourage industry to set up or expand in the development districts there. There are now some 1,600 jobs in prospect in the development districts and a further

3,500 elsewhere in the two counties. But there is a stubborn problem of unemployment in Falmouth and a need for more diversification of employment there. I have therefore decided to build an advance factory of 25,000 sq. ft. in the area.

'I have been glad to learn that local interests in Cornwall have been discussing the possibility of forming a development group and of studying the county's development. I welcome this initiative; but as the problems of Cornwall are met with elsewhere in the South-west peninsular, I believe that studies of this kind might appropriately, and profitably, be extended to cover a rather wider area. I am therefore inviting the Joint Committee for the Economy of the South-west to consider this in conjunction with the other interests concerned; and I am informing them that I should be prepared in due course to consider a request for financial support for detailed investigation into particular aspects of the area's economic potential.'

Land uses and transport needs for Teesside discussed

THE STEPS to be taken to commission a comprehensive survey and plan for Teesside which will cover the main land uses and transport requirements for the Teesside urban area in the light of its likely growth in the next twenty years and which will serve as a guide to the planning authorities in framing future development plans, were discussed at a meeting in Middlesbrough on February 20. This is the first step in implementing the Government's promise in the White Paper on the North-east that a survey and plan for Teesside would be commissioned with financial help from the Government.

The Ministry of Housing and Local Government are to consult the local authorities as to their willingness to undertake the survey and to appoint a steering group to take the next steps.

Building projects in the North-east

THE FOLLOWING Press notice has been issued by the Industrial Estates Management Corporation for England:

'On January 31 the Industrial Estates Management Corporation for England had 23 building projects under construction in the North-east for the Board of Trade at a cost of £2,000,000. Within the next two to three months practically all this work will be completed. The five largest factories which will then be ready for occupation are – 100,000 sq. ft. for F. Perkins of Peterborough, at Thinford, Spennymoor; 80,000 sq. ft. for David Brown Industries Ltd. on the Pallion Estate, Sunderland; 90,000 sq. ft. for E. N. V. Engineering Co. Ltd. on the Aycliffe Estate; 50,000 sq. ft. for Crane Ltd. at Aycliffe; and 30,000 sq. ft. for Tallent Engineering Ltd. at Aycliffe. At the end of June the 80,000 sq. ft. factory for Pitch Fibre Pipes Ltd. at the Hartlepools will also be complete.

'There are now 27 further projects being planned for starting dates within the next three to six months. These projects will provide 900,000 sq. ft. of new factory space. It is confidentally expected that by the second half of 1964 the total space under construction for the Board of Trade will have increased from 900,000 sq. ft. to 1½ million sq. ft., i.e. twice what is now nearing completion. The cost of such a programme would be over £4,000,000.

'In addition several firms are at present building premises on the Estates at their own cost: a total of approximately £1,750,000. Further projects of this kind are expected.

'Employment on the Industrial Estates and sites (including those in factories purchased or built at the cost of occupiers) was 69,000 at the end of January 1964. This is 11,500 more than on April 1, 1960 – the date of the Local Employment Act. At the present rate of growth employment is expected to rise to 75,000 by the end of 1964, over 80,000 by the end of 1965, and be nearly 100,000 in 1968/9.'

Expansion on Team Valley Estate

THE Industrial Estates Management Corporation for England announced on February 26, that the Micro Switch Division of Burgess Products Co. Ltd., at the Team Valley Estate, Gateshead, is to expand. Negotiations have been completed with the Board of Trade under which the firm will take a long term lease of 2 acres of land adjacent to their existing premises, and they will build, at their own cost, a new factory of approximately 37,000 sq. ft.

The new factory is being built in anticipation of further expansion of output which is expected to provide jobs for approximately 150 people (50 per cent for men) over the next two to three years in addition to the 600 already employed.

Burgess Products Co. Ltd., established their Micro Switch Division at Team Valley Estate in 1951 when they occupied a factory of 32,000 sq. ft. and this was extended by 16,000 sq. ft. in 1959.

The new project is now through the planning stage and construction is expected to commence in March, with completion scheduled for November.

Mr. W. Riddell, resident Director of the firm, said:

'We are proud of Burgess Products' acknowledged leadership in their particular field and of the important contribution they are making to the growth of new industries in the North-east. They are a fine firm and we wish them every success.'

Reception for Industry

A RECEPTION for industry, arranged by the Hartlepools Joint Industrial Development Committee, will bring together socially representatives of new and established industry in the two towns. It may be the first local authority function of its kind. The reception, intended as a token demonstration of the Hartlepools' interest in the welfare of their industries, will be in the ballroom at the Grand Hotel, West Hartlepool, on April 7.

Invitations are going to representatives of firms who came to the Hartlepools for the first time during the past year. These guests will include directors, managers and key workers—all accompanied by their wives. Other important guests at this industrial meeting point will be leading representatives of the Hartlepools' major established concerns.

Sample products of the new firms will be on display in a prominent position, and products or photographs of established industry will form another part of the decor.

Minister sees deputation from retail tobacconists

ON FEBRUARY 28, Mr. Edward du Cann, Minister of State at the Board of Trade, received a deputation from the National Union of Retail Tobacconists consisting of Mr. Alan Brown, President, Mr. Jack Hendy, immediate Past President and Mr. G. H. Scott, General Secretary.

There was a discussion of certain of the provisions of the Resale Prices Bill. The Minister of State undertook to report the discussion to the Secretary of State for Industry, Trade and Regional Development.

Progress in EFTA

THE LATEST 'Looking Ahead' broadsheet (No. 15), 'Progress in EFTA', sketches the history and development of the European Free Trade Association and the progress it has made in reducing trade barriers among members. The programme that will ultimately lead to the elimination of tariffs on industrial goods is shown in a diagram; two others show the rise of United Kingdom exports to EFTA and EFTA's position in relation to world imports. Copies are available now (free) from Circulation Section (H), Central Office of Information, Hercules Road, London, S.E.1.

JCC conference discusses small company management

THE JUNIOR Chamber of Commerce for London held a one-day conference recently at which they presented four speakers on the subject of 'Management of the Smaller Company'.

The conference was opened by the Lord Mayor of London, Alderman C. J. Harman, who commented upon the importance and good timing of this effort to improve management efficiency. A message was also received from Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, complimenting the London Junior Chamber upon their initiative in organizing such a conference.

Mr. Heath pointed out that the smaller firms were the backbone of our economy but that their prosperity stemmed from efficiency, and efficiency was not acquired overnight. He commented that it was such conferences which provided an opportunity to exchange ideas and to learn of new techniques.

Automation is key to economic advance

IN HIS speech at the luncheon of the Electronic Engineering Association in London on February 26, Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, said that the number of computer systems now installed or on order in Britain must be something like 800.

The value of the computers delivered from British industry nearly doubled in the 4 years from 1959-1962. The rate of growth had accelerated. In the first 9 months of 1963 the annual rate was nearly double that of 1962.

'But though the pace is swifter it is still not fast enough,' Mr. Heath said. 'Our progress here will determine the speed of our whole economic advance.

'We must be harsh and exacting judges of our own performance in such a crucial field. We have a large and progressive electronics industry. It has been responsible for many of the most important developments now in general use both here and abroad.'

Why had British businessmen not been quicker to take advantage of this? Was enough being done to demonstrate to individual businessmen and individual firms the potentialities of these new techniques?

A year or so ago the Board of Trade, with the co-operation of a number of leading manufacturers had undertaken a pilot study.* It had set out to demonstrate by firm evidence the advantages which electronic control had over conventional methods in some machine tool processes—to show how important it was to give industry solid evidence of the gains that could come from replacing older equipment with new. Others had made similar studies for publication.

It was this sort of evidence which was needed to persuade British industry and commerce over a much wider field to welcome and adopt the most modern techniques and equipment. No one would urged that they should seize on anything new just because of its novelty and glamour. They must be given the information on which to make the right choices.

'It is in the board rooms that these choices must be made,' the Secretary of State said. 'Production managers and technicians may perhaps be quicker to recognize the possibilities of new techniques. But if chairmen, and boards of directors, including finance directors, do not get the message, no one else is likely to be able to do much about it.

'I am anxious that the Board of Trade should help wherever we can. My officials have been in close touch with manufacturers of electronic control equipment and with those who use it as well as with research associations. We are considering in particular what we should do to stimulate the advance of automation.'

In some industries automation could achieve striking increases in productivity. But it would be a pity if it came to be regarded as a fashionable panacea, the only thing worth doing. In other industries it would not have much relevance, at any rate yet.

'I should prefer to say that all kinds of innovation – in mechanization – in layout, in cost control, in design, in management – are to be welcomed and encouraged,' Mr. Heath said. 'We cannot easily generalize about the application of the most modern systems and devices such as you are concerned with. Practical ways of using them have to be worked out in the context of particular problems in particular industries. I particularly welcome, as I am sure you do, the recent decision of the Committee of Directors of Research Associations to set up an industrial automation group.

'I do not believe that British industry will really be helped to become strongly competitive at home and overseas, if the Government denies itself access to foreign equipment when this happens to be best for its needs. British industry cannot be expected to supply the best equipment for every application. It is to its credit that it has been able to supply so much of what the Government needs in highly advanced technical fields.'

* Board of Trade Journal of November 30, 1962.

One of the six 30-feet control panels supplied by Elliott-Automation Ltd., which contain the instrumentation and remote controls for the six 120 megawatt generating units at the Northfleet Power Station of the CEGB.

An English Electric-Leo Computers Ltd., LEO III installation of the type installed in the Board of Trade Census Office, Eastcote.

A Robotug driverless truck system has been supplied by EMI Electronics Ltd., and W. C. Youngman Ltd., to the John Lewis Partnership for operation in their warehouse at Stevenage.

The ICT 1301 computer now installed at the Ministry of Public Building and Works, Lambeth Bridge House, London, is being used for an integrated accounting system.

The Report on the Plowden Committee on Representational Services Overseas

The implications for our commercial services

IN ITS REPORT (Cmnd. 2276) the Committee appointed by the Prime Minister to review Britain's representational services overseas recommends the creation of a single overseas service. The present division of British representation in the world between the Commonwealth Service and the Foreign Service, and also the division in Commonwealth countries between the political and other functions of the Commonwealth Service and the commercial functions of the Trade Commission Service, are thought by the Committee to have obvious practical disadvantages. It therefore recommends the creation of a unified Service which will incorporate the duties, personnel and posts of the Foreign Service, the Commonwealth Service and the Trade Commission Service. It recognizes the special nature of the Commonwealth relationship, and therefore recommends that the Foreign Office and Commonwealth Relations Office should continue as separate departments in London, staffed by members of the unified Service. It suggests that the new Service should be known as 'Her Majesty's Diplomatic Service'.

The members of the Committee were Lord Plowden, KCB, KBE (Chairman), Mr. A. D. Carter, TD, Viscount Harcourt KCMG, OBE, the Rt. Hon. Arthur Henderson, QC, MP, Lord Inchyra, GCMG, CVO, Sir Percivale Liesching, GCMG, KCB, KCVO, and Sir Charles Mott-Radclyffe, MP. The Committee held its first meeting in July 1962, and it received written and oral evidence from a large number of Government Departments and other organizations including the Association of British Chambers of Commerce, the British Employers' Federation, the British Engineers' Association, the Federation of British Industries, the National Association of British Manufacturers and the Trades Union Congress. Members of the Committee visited forty-two posts overseas, meeting the staff of the representational services and distinguished citizens and British residents of the country.

The Committee examines the work of the representational services under a number of headings – political, economic and commercial, information, consular, technical assistance, etc. The preservation of peace is of prime importance. The promotion of British trade is equally essential and the work of our overseas representatives must be increasingly dedicated to its support.

The Committee's proposals provide for members of the Trade Commission Service (which is at present the responsibility of the Board of Trade) to apply for transfer to the Diplomatic Service. The Committee also thinks it desirable that there should be a high proportion of secondments to the Diplomatic Service from the Board of Trade. It thinks that there should be at least one officer of Board of Trade experience at one level or another at each major commercial post. Members of the Diplomatic Service should also be seconded to other departments at home – in particular young officers should be accepted by the Board of Trade mainly for training and should be appointed to posts which bring them into direct contact with commerce and industry.

Main objects

The main objects of our commercial services overseas are to promote British exports and to keep Whitehall informed about world trade. To carry out these tasks commercial staff overseas need to have a wide circle of acquaintances in commerce and in Government. Firms in Britain rightly expect commercial officers overseas to spend much of their time visiting local firms and seeking out market opportunities for British goods, and to become familiar with local tariff and import regulations. The Committee thinks that there should be less emphasis on routine periodic economic reporting and found evidence that industry in Britain sets comparatively little store by the type of detailed periodic economic report which has hitherto been circulated through the Board of Trade. Firms would prefer *ad hoc* economic reports heralding new trends or developments likely to have a bearing on their interests. The market reports which they value are those which contain information related to the needs of particular industries.

It follows that firms in this country must make their needs known as precisely as possible in asking for market information. Indiscriminate requests simply clog the machine. The Committee approves of Commercial staff allowing themselves a greater degree of selectivity in their export promotion work. They can justifiably save themselves effort by referring to the Board of Trade inquiries received direct from firms which are not properly documented or inquiries of the questionnaire type sent out by market research organizations. Publicity at home should also be more selective and should be aimed at firms and industries most likely to be able to sell in particular overseas markets.

The Committee considers that, in the past, staff have been moved too frequently but recognize that this has been largely due to the fact that the overseas services have lacked adequate reserves of manpower. Commercial staff should be expected to serve from four to five years at a post (except where climatic or political conditions are abnormally difficult) and should on occasion remain where they are for longer periods if they continue to do a good job and avoid going stale. The Committee recommend a manpower margin to facilitate the efficient deployment of staff, to permit training, and to cut down gaps overseas.

New training arrangements

Commercial officers must be properly trained from the start. The Committee welcomes new training arrangements which the Foreign Office and the Board of Trade have recently introduced. These new arrangements provide separate courses for different categories of commercial staff instead of one standard course and provide for more locally-engaged market officers to be brought to Britain for training. The new courses also include a period of full-time instruction in the aspects of exporting. The Committee considers that locally-engaged staff are particularly useful in commercial work and that their status and responsibility should be enhanced.

The Committee considered the possibility of men from industry being lent for commercial work at posts abroad. It saw force in the counter-argument that if businessmen on temporary secondment were serving abroad, representatives of other firms in the same line of business might not feel able to approach them with the same confidence as they would approach career officers. This objection would not, however, apply to the permanent recruitment, by competition, of men and women with business experience.

The Committee also considered whether more of the work of providing export services might be left to British Chambers of Commerce and similar organizations overseas. It concluded that it is preferable for commercial work to be done by Government staff in co-operation with Chambers of Commerce and other non-Government organizations such as the Export Council.

The Committee notes that among some British businessmen there is still some lack of knowledge about the full range of facilities offered by the Government's export services. It thinks it essential to dispel this lack of knowledge and to overcome any lingering prejudices. It welcomes the arrangements which are being made for commercial staff from overseas posts to visit firms and business organizations in Britain.

The Committee concludes its examination of commercial work (which forms part of its study of the whole of the work of the Diplomatic Service) as follows: 'We cannot emphasize too strongly the importance of the commercial work of the new Diplomatic Service. The country cannot afford to entrust commercial work to any but the best. The custom is growing of ensuring that promising officers get experience of commercial work in the early and formative stages of their careers. This custom should become the rule. We look forward to the day, in the not too distant future, when every Ambassador and High Commissioner will have served in a commercial capacity and have acquired at first hand a detailed knowledge of export promotion and what it entails. Each Ambassador and High Commissioner must regard commercial work as a prime function of his mission and its subordinate posts.'

The Prime Minister, in answer to a question in the House of Commons on February 27, said that H.M. Government had accepted the recommendations of the Report subject to minor modifications and proposed to put them into effect as soon as possible after April 1, 1964.

Open General Licence for iron and steel scrap

AT THE request of the Ministry of Power, the Board of Trade announce that the current Open General Licence permitting the export of most grades of iron and steel scrap not exceeding an f.o.b. value of £25 a ton will expire on April 27, 1964. A new Open General Licence will be issued permitting, from April 28, 1964 until further notice, the export to any destination of iron and steel scrap not exceeding an f.o.b. value of £25 a ton in the following forms only:

(a) compressed baled material;
(b) turnings and borings;

other than material wholly or partly coated or clad with copper or alloys containing 50 per cent or more by weight of copper.

The new arrangements reflect the increased activity of the iron and steel industry resulting in increased home demands for the higher grades of ferrous scrap. In order to avoid difficulties for those engaged in exporting scrap, this announcement of the intention to alter the present licensing arrangements is being made two months in advance. This follows the undertaking given, when the issue of the current Open General Licence was announced in February, 1963, that reasonable notice would precede any change.

Inquiries about this Licence should be made to the Export Licensing Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757). Copies of the Open General Licence (price 3d., by post 5½d.) will be obtainable from H.M. Stationery Office.

Note:

The new Open General Licence allows for an unlimited period the continued free export of the poorer grades of basic iron and steel scrap, while safeguarding home supplies of the better qualities which are now required in this country

Exports of some types of copper scrap and metallic residues

THE BOARD OF TRADE announce that arrangements have been made to permit further exports of specified types of copper and copper alloy scrap and metallic residues.

The current Open General Licence expired on March 4, 1964. A new Open General Licence has been issued permitting from March 5 until further notice the export to any destination of fire-box copper scrap, enamelled copper hair wire scrap, brass swarf, contaminated nickel silver scrap and copper scale.

In addition the Board of Trade are prepared to consider applications to export scrap hard drawn copper wire and scrap bronze and cadmium copper wire, where the applicant can satisfy the Board that he has the material in stock or can readily obtain supplies.

Inquiries should be made to the Export Licensing Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757). Copies of the Open General Licence (price 3d., by post 5½d.) will be obtainable from H.M. Stationery Office.

Notes:

The new Open General Licence allows the continued free export of certain specified types of copper scrap and metallic residues for an unlimited period. The new arrangement governing the export of scrap hard drawn copper wire and scrap bronze and cadmium copper wire relieves the applicant of the need to satisfy the Board of Trade that he has offered the material to consumers in the United Kingdom who have declined to purchase it.

The Hydrocarbon Oil Duties (Drawback) (No. 1) Order 1964

THE TREASURY have made the Hydrocarbon Oil Duties (Drawback) (No. 1) Order 1964.

This Order provides for the allowance of drawback of customs or excise duty paid in respect of hydrocarbon oil used in the manufacture or preparation of tropical cork headgear. It replaces the drawback allowed in respect of tropical helmets by an allowance on a wider range of headgear, but at a lower rate. It also reduces the rate used for determining the quantity of hydrocarbon oil in respect of which drawback is allowed for a specified type of water-repellent agent for textiles.

The Order came into operation on March 4, 1964, and has been published as Statutory Instruments 1964, No. 251. Copies are obtainable direct from H.M. Stationery Office.

Applications for temporary exemption from import duty of some chemicals

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by March 20, 1964.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
15.17	Residues containing not less than 5% by weight and not more than 60% by weight of tocopherols.	Concentrate of D-à-tocopherol and D-ô-tocopherol.	December 31, 1964	6339
29.14	Methyl acetate of a purity not less than 98%.	Methylacetate 98%	December 31, 1964	635
29.22	Fenfluramine hydrochloride	Trifluoromethyl-3'-phenyl-1 ethylamino-2 propane (chlorhydrate).	December 31, 1964	6352
29.35	1-(2 : 3 : 4-Trimethoxybenzyl)-piperazine dihydrochloride.	Dichlorhydrate de 2, 3, 4, trimethyoxy - benzyl-piperazine.	December 31, 1964	6351
29.42	7 - (2 - Hydroxy - 3 - /(2 - hydroxy - ethyl(methylamino/propyl) - theophylline nicotinate.	7 - (2 - Hydroxy - 3 - (N - 2 - hydroxy - ethyl - N - methyl-amino) - propyl)-1, 3-dimethyl-anthine - pyridine - 3 - carboxylate.	December 31, 1964	6391
38.19	Preparations containing not less than 35% by weight of melamine compounds calculated as melamine, and not less than 12% by weight of weight of peroxides calculated as hydrogen peroxide.	P S Powder. PSP Powder	December 31, 1964	6291
29.14	1 : 4 - Di(chloroacetoxy)-but-2-yne.	Chloracetic acid diester of butyne-diol.	December 31, 1964	6380

The Import Duty Drawbacks (No. 2) Order 1964

THE TREASURY have made the Import Duty Drawbacks (No. 2) Order 1964, which provides for the allowance of drawback of import duty on:

(i) certain imported bones used in the manufacture of specified animal black for export,
(ii) specified imported plywood used in the manufacture of certain plywood packing cases for export, and
(iii) imported natural straw hoods used in the manufacture of panama hats for export.

This order also provides for:

(i) the alteration of the rates of drawback of import duty on imported linseed and linseed oil used in the manufacture of specified exported goods including printers' inks; and
(ii) an increase in the rate of drawback of import duty on imported cadmium metal used in the manufacture of exported pigment.

The Order came into operation on March 4, 1964, and has been published as Statutory Instrument 1964 No. 252. Copies are obtainable direct from H.M. Stationery Office.

Import duty removed from garnet grain

THE TREASURY have made The Import Duties (General) (No. 2) Order 1964, which removes the import duty (both full and EFTA rates) on garnet grain and garnet dust and powder.

The Order came into operation on March 4, 1964. Copies are obtainable direct from H.M. Stationery Office.

Licensing control over imports of butter

MR. EDWARD HEATH, Secretary of State for Industry, Trade and Regional Development, announced in reply to a Parliamentary Question, on February 28, that control over the import of butter would be continued for a further period of twelve months from April 1, 1964.

The total basic quota for the twelve months beginning April 1, 1964 will be 420,000 tons, compared with a basic total of 410,000 tons for the current twelve months.

In the light of this year's experience it is expected that further imports will be required during the quota year over and above the basic quotas. During the first half of the year these further imports may amount to 20,000 tons. Supplying countries will be asked for estimates of availability and, in the light of these, announcements will be made of the additional quantities to be admitted.

There will be no general provision for the carry-over of old quotas into the new quota year or anticipation of the new quotas in the current year. Exceptions may be made to meet special circumstances such as shipping difficulties.

A Notice to Importers giving full details of the licensing arrangements for the basic quotas is given below.

A list of the individual country quotas, which have been increased proportionately, for the twelve months beginning April 1, 1964, is given in the Notice to Importers below.

Imports of butter 1964-65

NOTICE TO IMPORTERS No. 1066 (Imports of Butter: April 1, 1964, to March 31, 1965), dated March 6, draws attention to the announcement by the Secretary of State for Industry, Trade and Regional Development that the basic quota for imports of butter from all sources in the 12 months beginning April 1 will be 420,000 tons. It is expected that additional imports may be required during the course of the year dependent upon the market situation and forward prospects. About 20,000 tons of additional butter may be required in the first six months. Announcements of any supplementary allocations, together with details of the licensing arrangements, will be made as necessary.

Existing quotas will lapse to the extent that they remain unused by March 31, 1964. Save in special circumstances no licences expiring on March 31 will be extended and new licences will not be valid for use before April 1.

Following are the new quotas together with a summary of the licensing arrangements:

Country	Quotas in long tons	Licensing Arrangements
Argentina	10,220	Licences are issued in accordance with advice from the Argentine authorities.
Australia	66,700	All supplies are consigned to the Australian Dairy Produce Board (in London).
Austria	1,830	Open individual licences are issued to importers nominated by the Austrian authorities. Licences are valid only for consignments covered by certificates issued by the Oesterreichischer Molkerei und Kaesereiverband indicating that the butter so consigned forms part of the quota provided for Austrian butter exports to the United Kingdom.
Belgium	215	Applicants must produce a certificate of origin issued by the official Belgian Milk Marketing Board (Office National du Lait et de Ses Derives) and a copy of the invoice from the supplier.
Denmark	98,420	Licences are issued to regular importers of butter from Denmark, who should now make applications to cover a further period.
Finland	12,370	Licences are issued in accordance with advice from the Finnish authorities.
France	2,580	Applicants must produce invoices overstamped by the French Ministry of Agriculture.
Irish Republic	12,905	Open individual licences are issued to importers nominated by the Irish authorities. Licences are valid only for consignments covered by certificates issued by An Bord Bainne (Irish Dairy Produce board) indicating that the butter so consigned forms part of the quota provided for Irish butter exports to the United Kingdom.
Kenya	1,830	All supplies are consigned to the nominee of the Kenya Government.
Netherlands	15,060	Open individual licences will continue to be issued to importers who have traded regularly with the Netherlands since 1960. Licences are valid only for consignments covered by certificates issued by the Netherlands Dairy Board (Produktschap voor Zuivel) indicating that the butter so consigned forms part of the quota provided for Netherlands butter exports to the United Kingdom.
New Zealand	168,000	All supplies are consigned to the New Zealand Dairy Production and Marketing Board (in London).
Norway	1,830	Open individual licences are issued to importers nominated by the Norwegian authorities. Licences are valid only for consignments covered by certificates issued by the Norwegian Dairies' Sales Association (Norske Meieriers Salgssentral) indicating that the butter so consigned forms part of the quota provided for Norwegian butter exports to the United Kingdom.
South Africa	2,150	Licences are issued in accordance with advice from the South African authorities.
Sweden	4,950	Licences are issued in accordance with advice from the Swedish authorities.
Uruguay	215	Licences are issued in accordance with advice from the Uruguayan authorities.
Eastern Area Countries:		
Bulgaria	805	Applicants must produce quota certificates issued in London by the authorities of the respective countries indicating that allocations have been made to them against the quotas concerned.
Hungary	1,720	
Poland	17,210	
Rumania	325	
China	£100,000	Applications for licences will be considered on the basis of evidence of firm offers. (See also paragraph 4 of Notice to Importers No. 1064).

A new 'flying squad' service has been introduced in Amsterdam for the delivery of Crypton Equipment (MI Group) car engine testing equipment in Holland. The picture shows a Crypton Dynascope oscilloscope engine tester being delivered.

Applications should be made on form ILB/A or TIP/A and should be sent to the Import Licensing Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. Applicants who wish to effect entry at more than one port should make out separate application forms for each port, indicating in a covering letter the proportion of their total allocation which they estimate will be required for each port. Page 1 of the form should be completed and page 2 left blank; on page 3 and copies, the applicant's name and address, the description of goods (natural butter) and the country of origin and consignment should be entered.

The expected additional 20,000 tons will be allocated in the light of information received from the supplying countries. No licences will be issued at the time the allocations are made, but additional licences will be reserved and made available as quotas are fulfilled provided the additional amounts allocated were delivered as agreed.

Butter fat, butter oil, etc.

Importers should note that the Customs Co-operation Council have recently extended the scope of the Brussels Nomenclature heading 04.03 and approved an amendment to the Explanatory Note to that heading in the Brussels Nomenclature which will result in the classification of resolidified butter ('beurre fondu'), dehydrated butter, butter fat and butter oil under that heading. As far as the United Kingdom is concerned, this reclassification will be implemented from April 1. Reference to butter in the

Government Publications

required by customers in London may be obtained quickly from

H.M. Stationery Office, 423 Oxford Street, W.1, or York House, Kingsway, W.C.2

First and Second Schedules of the Open General Import Licence will thereafter be interpreted as including these commodities, which will therefore be subject to individual licensing from all sources. They will not for the time being be subject to quota. Open Individual Licences will be granted on application subject to undertakings to produce returns of actual imports against these licences.

Applications should be made on form ILB/A or TIP/A in the manner described.

Imports of cotton textiles from the Republic of Korea

THE BOARD OF TRADE announce that, because of the difficulties caused by the sharp and substantial increase in imports of cotton textiles from the Republic of Korea, they have decided that, as from March 12, 1964, all imports of cotton textiles, viz., yarns, fabrics and other manufactures of woven cotton, including cotton garments and other made-up goods originating in Korea will require an import licence.

Goods loaded on ocean-going vessels in Korea not later than midnight, March 2/3 (Korean time) will be licensed. There can be no guarantee that licences will be available to cover later shipments. Importers are advised that goods should not be brought forward for shipment until they have been informed of their licence entitlement, if any.

Notes:

The problem is being discussed with the Korean authorities. The present arrangements are accordingly provisional and a further announcement about the level of the quota and other matters will be made as soon as possible.

There has been a sharp increase in imports of cotton grey cloth in recent months. The figures for 1963 are as follows:

	Quantity Sq. Yds.	*Value* £
January to June	Nil	Nil
July	Nil	Nil
August	115,435	4,961
September	Nil	Nil
October	230,870	9,911
November	348,509	15,289
December	610,215	28,129

The action has been taken in the light of the policy announced by the then President of the Board of Trade (Mr. F. J. Erroll) when he informed Parliament on June 6, 1962, that:

> 'Cotton textiles is a trade where exports from new sources may grow very rapidly. The Government intend to keep the situation under review. . . .
>
> 'It would be unfair to those countries who are voluntarily restricting their supplies to this market if other countries took advantage of such restraint to increase their own sales. Countries with no traditional trade in cotton textiles should not count on being able to build up a new market in Britain.'

Countries whose exports of cotton textiles to Britain are restricted include Hong Kong, India, Pakistan, Malaya, Portugal, Spain, Yugoslavia, Japan. Imports from China and Eastern Area countries, Formosa, Macao are subject to import licensing restrictions.

Termination of anti-dumping action against ammonium sulphate

THE BOARD OF TRADE announce that the Anti-Dumping Duty Order 1962 (Revocation) Order 1964 revokes the anti-dumping duty of £3 per ton on ammonium sulphate (other than analytical reagent quality) originating in the Soviet zone of Germany. Copies of the Order (S.I. 1964 No. 301) which came into force on March 6 are available from H.M. Stationery Office, Kingsway, London, W.C.2, and branches, price 3d., by post 5½d.

The Board of Trade also announce that manufacturers in the Federal Republic of Germany and Belgium are released from the undertakings in relation to the prices of ammonium sulphate (other than analytical reagent quality) exported to Britain which were announced in the *Board of Trade Journal* of April 29, 1960.

Marking of electric incandescent lamps

THE BOARD OF TRADE announced on March 2, that in pursuance of the powers conferred on them by Section 3 of the Merchandise Marks Act 1926 they have given a Direction, namely, the Merchandise Marks (Imported Goods) No. 2 Order 1928 (Provisional Exemption) Direction 1964 in regard to the Merchandise Marks (Imported Goods) No. 2 Order 1928, as amended.

The Direction exempts imported electric incandescent lamps of the following description from having to bear an indication of origin as prescribed by the Order and permits the indication to be (i) indelibly stamped, embossed, incised or impressed on the cap of the lamp and (ii) indelibly marked on the carton, wrapper or other container in which the lamp is imported, sold or exposed for sale, as the case may be:

> Electric incandescent projection lamps having a glass bulb, the external surface of which is coated with an obscuring finish except for a clear area for light emission.

Copies of the Direction (S.I. 1964 No. 261) can be obtained from H.M. Stationery Office. Price 3d. by post 5½d.

The Direction affords temporary relief only. The question whether the Order should be amended in accordance with the terms of the Direction or otherwise is being referred to the Standing Committee appointed by the Board of Trade under Section 4 of the Merchandise Marks Act 1926.

Any persons desiring to make representations to the Committee on this matter should communicate not later than April 13, 1964 with the Secretary, Merchandise Marks Committee, Board of Trade, Room 603, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2555).

Drawback on rolled paper candy sticks imported for export

THE BOARD OF TRADE give notice that they are considering an application for the introduction of drawback facilities on rolled paper candy sticks imported for export.

Any interested party wishing to support or oppose this application should do so in writing to the Tariff Division, Board of Trade, 1, Victoria Street, London, S.W.1. not later than March 24, 1964.

Purchase tax exemption on some drugs and medicines

THE COMMISSIONERS of Customs and Excise have made a Direction under Section 17(3) of the Purchase Tax Act 1963 entitled the Purchase Tax (No. 1) Direction 1964, which temporarily exempts further essential drugs and medicines from tax. The effect of the Direction, which became operative from February 28, is to make the following additions to the Schedule to the Purchase Tax (No. 2) Order 1963.

To Head III of the Schedule

> Azathioprine;
> Diethylammonium 1,4-dihydroxybenzene-3-sulphonate;
> Homatropine methobromide suitably prepared for sustained action by controlled release;
> Idoxuridine;
> (+)-Lysergic acid diethylamide tartrate;
> Phencyclidine hydrochloride;
> Pronethalol hydrochloride.

The Treasury will in due course be asked to make an Order which will give permanent statutory effect to this Direction. Traders known to be concerned are being separately notified.

Change of address of North Midland RBI

THE NEW address of the North Midland Regional Board for Industry is 28A Regent Street, Nottingham (Tel. Nottingham 45209).

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Questions asked and answered in Parliament

Below is a selection of Parliamentary answers of interest to trade and industry

TUESDAY, FEBRUARY 25

Automation in engineering

Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, was asked if he had studied the declaration by the Engineering Industries Association representing over 3,000 firms, a copy of which had been sent to him, regarding the need for the engineering industry to accept the financial burden incurred by automation, if it was to achieve the productivity gain which automation brought; what action he was taking following this declaration to bring about faster modernization of industry; and if he would make a statement. In reply Mr. David Price, Parliamentary Secretary, Board of Trade, said: 'I assume that my hon. Friend is referring to a recent article in the *Engineering Industries Journal*. The passage in question seems to me to be addressed primarily to the engineering industry itself but, as my hon. Friend knows, the Secretary of State is at present considering what the Government might do to promote the application of automation.'

Labelling of consumer goods

Asked whether, in considering the recommendation made by the Molony Committee on Consumer Protection that the Board of Trade should have the power to prohibit consumer trade in designated goods unless they bear a label or are accompanied by a written statement conveying prescribed information, if he would take steps to ensure that written and broadcast advertisements of the goods in questioned contained the necessary prescribed information, the Parliamentary Secretary replied that the Molony Committee in paragraph 758 of their Final Report described this suggestion as impracticable. The Secretary of State was, of course, giving due weight to this carefully considered conclusion in reaching his own view on this matter.

WEDNESDAY, FEBRUARY 26

Index of retail prices and RPM

Asked which component items of the cost-of-living index were commonly subject to resale price maintenance; and what was the index value of each such item at the latest computation, the Secretary of State replied that precise information was not available about the extent of resale price maintenance within the various components of the index of retail prices. Groups or sub-groups of the index within which prices were substantially subject to resale price maintenance and the appropriate index figures for December, 1963, were:

	Index figure for December 10, 1963 (January 16, 1962 = 100)
Alcoholic drink	103·2
Tobacco	100·0
Radio, television and other household appliances	96
Books, newspaper and periodicals	107
Medicines, toilet requisites, soap, cleaning materials, matches, etc.	100
Stationery, travel and sports goods, toys, photographic and optical goods, etc.	103

Items subject to resale price maintenance were also included in other groups or sub-groups of the index.

THURSDAY, FEBRUARY 27

Cotton industry re-equipment grants

The Secretary of State for Industry, Trade and Regional Development was asked what was his latest estimate of the final total cost to Treasury funds of the re-equipment phase under the Cotton Industry Act 1959; and if he would state the amounts separately in respect of the spinning, doubling, weaving and finishing sections. In reply the Parliamentary Secretary said it was not yet possible to determine the total cost to the Exchequer as it would not be known until well after July 8, 1964 how much eligible expenditure had been incurred. To date £7,245,994 had actually been paid out in re-equipment grants. Of this £3,512,342 had been paid to the spinning section, £145,390 to the doubling section, £3,049,277 to the weaving section and £538,983 to the finishing sections. He understood that, from inquiries they have made, the Cotton Board estimate that the industry will spend about £57 million under the Act; on this basis H.M. Government's liability would be £14½ million.

In reply to a further question, the Parliamentary Secretary said that the final total cost to Treasury funds for the scrapping of machinery under the Cotton Industry Act 1959 was not yet known, but the best available estimate was £11,700,000. Estimates for the individual sections were:

Spinning	£6,000,000
Doubling	£239,000
Weaving	£4,280,000
Finishing	£1,140,000

Exports of iron and steel

In reply to a question about the percentage share of the total United Kingdom exports of manufactured goods represented by direct iron and steel exports in the years 1937, 1938, 1953, 1958 and 1963, the Parliamentary Secretary gave the following information:

UK exports of iron and steel as a percentage of total UK exports of manufactured goods

Year	Per cent
1937	9
1938	8
1953	6
1958	7
1963	6

Anglo-Czech trade

In reply to a question about trade between the United Kingdom and Czechoslovakia, Mr. Edward du Cann, Minister of State, Board of Trade, said that exports to Czechoslovakia in January 1964 totalled £762,000 as compared with £413,000 in January 1963. Imports from Czechoslovakia in January 1964 totalled £1,482,000 as compared with £879,000 in January 1963.

MONDAY, MARCH 2

Engineering exports

The Secretary of State was asked if he would express as a percentage the increase of exports of engineering products of all kinds during the last three months over the corresponding three months of 1962-63; and if he would give the corresponding figure for imports of engineering products of all kinds.

He replied: 'The increases in the value of trade in engineering products (Section 7 plus Division 86 of the Trade Accounts) during the three months ended January 1964, compared with the three months ended January 1963, were 10 per cent and 22 per cent for United Kingdom exports and imports respectively.'

Asked what was the average price per ton of engineering exports of all kinds in 1963; and what was the corresponding figure for this class of imports, the Secretary of State replied that for a large range of engineering products, weight was not recorded. It was estimated, however, that, excluding new aircraft and sea-going vessels, imports were valued at approximately £1,100 per ton and United Kingdom exports at approximately £900 per ton in 1963.

Asked what had been the average annual rate of increase, expressed as a percentage, of exports of all kinds of engineering products over the last five years; and what had been the corresponding percentage figures for engineering imports, the Secretary of State replied: 'The annual percentage increases were as follows:

United Kingdom trade in engineering products*

% change over previous year

	1959	1960	1961	1962	1963
Imports	21	37	8	8	5
United Kingdom Exports	6	7	7	3	9

'Over the five years 1958-1963, the average compound rates of increase were 15 per cent for imports and 6 per cent for exports.'

* Section 7 plus Division 86 of the Trade Accounts.

Regional studies

Replies made by the Secretary of State regarding studies of various regions will be found on page 491 of this week's issue.

Visit of Canadian Minister of Trade and Commerce

MR. MITCHELL SHARP, Canadian Minister of Trade and Commerce, visited London from February 26 to 29 and had discussions at the Board of Trade with Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development about Anglo-Canadian Trade.

Visit of Austrian Vice-Chancellor

Doctor Bruno Pittermann, Vice-Chancellor of the Austrian Federal Republic, is to visit the United Kingdom from March 8 to 13, as the guest of H.M. Government.

The Vice-Chancellor will be accompanied by two members of his department, Dr. Otto Gatscha and Dr. Robert Fischer, and by nine leaders of the Austrian nationalized industries, for which he has special responsibility within the Government.

Dr. Pittermann will be having talks with Ministers, and the party will visit firms and industrialized installations within the field of their various interests in the United Kingdom.

Austrian trade mission for Britain

A TRADE MISSION of Austrian industrialists arrived in the United Kingdom on March 1 to spend five days inspecting British machine tool products and assessing possibilities of purchase. The party consisted of seven senior technical directors of Austrian industries and public utility organizations concerned with steelworks, agricultural machinery and dairy equipment, structural engineering, railway rolling stock, equipment for power stations and domestic appliances.

Most were from the Vienna region. During their stay (from March 1 to March 6) the visitors were shown over the works of 12 British manufacturers of machine tools in Birmingham, Coventry, Peterborough, Leicester, Worcester and Biggleswade. The mission was organized by the Machine Tool Trades' Association in co-operation with the Export Council for Europe.

Trade mission for Finland

FOLLOWING the success of group selling missions to Sweden and the Far East last year, Birmingham Chamber of Commerce is sending a similar mission to Finland in April. The mission, which will be about 20 strong, will leave Birmingham on April 26, arriving in Helsinki later that afternoon. It will remain in Finland until the evening of April 30.

On the return journey the mission will call in at Copenhagen to enable members to finalize arrangements for British Week, to be held in Denmark in September. The mission will arrive back in Birmingham on May 2.

British firm awarded Finnish steel contract

FOLLOWING the award of a £3½ million contract for a steel rolling mill at the Finnish State Steel Works at Rautaruukki to the firm of Davy Ashmore, Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development said: 'I am very pleased to learn that Davy Ashmore have been awarded the contract for the rolling mill at the Finnish State Works. This is a major contract—in fact the largest awarded from Finland to any British company. It has been won in the face of fierce international competition, and I see it as further evidence of the vitality and progressiveness of the British engineering industry. The news is especially welcome in the light of the close relations existing between Britain and Finland, an associate member of EFTA.'

Houston store buyers to visit UK

THE BOARD OF TRADE have been advised that the following buyers from the Houston department store of Sakowitz Bros., which is staging a British promotion this year from October 4-19, will be in London during March:

Name of buyer	*Position and/or merchandise sought*
Mr. Bernard Sakowitz	President of the store
Mr. Robert Sakowitz	Young men's wear
Mr. C. Kovec	Vice-President of publicity and public relations
Mr. H. Kuper	Men's wear
Mr. A. Seguin	Giftware
Mr. L. Labati	Toiletries and ladies' accessories

Women's fashion buyers are expected here in May, and manufacturers and exporters wishing to meet these buyers should contact Sakowitz's London buying house, which is Baker, Warburg & Co. Ltd., 150 Regent Street, London, W.1. (Tel. Regent 7126).

Intensive language courses for businessmen

SIR EDWARD BOYLE, Minister of Education, has asked local education authorities and technical colleges and colleges of commerce to provide short intensive courses in foreign languages for people in the export trade. Directors and senior executives, scientists and technologists, overseas agents and salesmen, secretarial and telephone staff are amongst those who may need these courses. In a circular published on March 3, the Minister agreed that a large improvement in the standards of oral proficiency in foreign languages was needed. He also hoped to see more short courses in commercial knowledge relevant to export business.

The circular points out that 'the export trade is changing. Ten years ago a half of British exports went to countries where English was the predominant commercial language. This has been cut to two-fifths. Exports to French, German, Spanish and Italian speaking countries have risen from 15 per cent to 23 per cent of the total. Another 18 per cent goes to other European countries, 4 per cent to Arabic and 1 per cent to Russian speaking countries.

'Intensive language courses have got off to a good start in the colleges. About 50 colleges have installed language laboratories. Existing colleges, already meeting local needs for full time or part time courses in French, German, Italian and Spanish may be well placed to meet local demands at the less advanced levels. Russian is currently taught in 160 colleges and facilities exist for 21 other languages ranging from Afrikaan to Yoruba. Advanced courses in common languages and courses in less common languages should be concentrated in a few centres so as to provoke high standards.

'The Birmingham and London Chambers of Commerce, collaborating with certain colleges are preparing an experimental scheme of oral examinations for industry and commerce.

'Other courses recommended by the Minister will cover such fields as: (1) Export business and procedures; (2) overseas markets with background information on peoples, social customs, business practices, legal systems, currencies, etc.; (3) selling techniques for commodities – capital and consumer goods – in different markets; (4) overseas marketing and market research.'

The circular includes appendages listing available courses in the less common languages, the major colleges with departments solely or largely concerned with modern languages; also addresses of the Regional Offices of the Federation of British Industries and of the Regional Advisory Council for Further Education.

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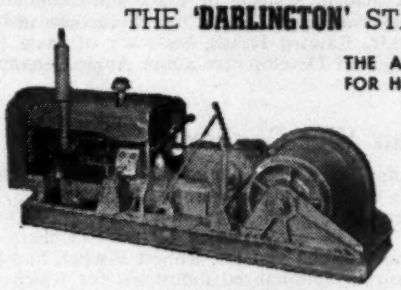

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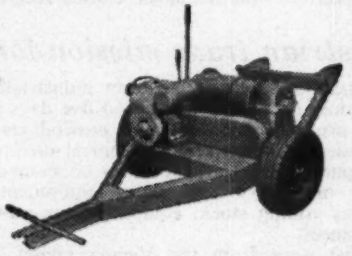

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NEW BOOKS

Investing in capital projects

WHAT MAKES a firm decide to invest in a particular project at a particular time? What factors does it take into consideration when coming to such a decision? And given a desirable project requiring the expenditure of capital, what factors decide the most suitable ways of financing the capital? The answers to questions like these have come to be regarded as having an important bearing on the economic performance of industry as a whole, and some characteristics of the current industrial scene are regarded as explicable largely in terms of the quality of decisions on investments made in individual firms. For instance, the rate of adoption of new scientific and technical ideas may be conditioned by the choice, scale and timing of firms' selecting projects involving new ideas for their investment possibilities. The subject has begun to acquire an extensive literature of its own. C. F. Carter and B. R. Williams *Investment in Innovation* (1958. Oxford University Press, 15s.) discusses many of the problems as part of a study of the motives and behaviour of firms investing in new plant and equipment. In 1962 the Organization for Economic Co-operation and Development published an *International Report on Factors in Investment Behaviour* by B. R. Williams (obtainable free only from OECD, Paris) which on a larger canvas summarized information gathered in national inquiries carried out by six European countries into the whole question of the determinants of firms' behaviour when making investments in machinery, buildings and plant. T. Barna's *Investment and Growth Policies in British Industrial Firms* (1962. Cambridge University Press, 12s. 6d.) was in fact the fuller analysis by the National Institute for Economic and Social Research on which the British contribution to OECD's *International Report* was based. NIESR concluded that the explanation of investment performance lay mainly in the human element, not in economic factors at all—that it was related more to the 'quality of management' than to any other influence. The latest contribution to the subject, A. J. Merrett and A. Sykes **The Finance and Analysis of Capital Projects** (544 pages. Longmans, 45s.) may be said to be intended specially for the 'high-quality' management which wants to make the right decisions for the right reasons at the right times. It is a sort of practitioner's handbook to the whole art and science of making decisions on industrial investments, from the renewal of plant and machinery to the purchasing of a complete firm. Written by two economists with experience in the industrial field, it describes in some detail the various techniques of appraising capital projects of all kinds (some of the techniques already accepted in the United States, are not yet widely used in this country). The book deals equally with valuation and evaluation, discusses both principles and their application, and includes an introduction to practical company finance. It covers a wide field of industrial activity, including the nationalized industries and mining; and the situations analyzed range from replacement decisions on assets, to the choice of the best time to increase production capacity, and to the evaluation of companies for take-over.

Citrus is the latest to be issued in a series of commodity booklets prepared by Barclays Bank D.C.O. It gives a general description of the cultivation, processing and use of such fruits as lemons, limes, oranges and mandarins, followed by a country-by-country survey of production and marketing in the territories chiefly concerned. The book contains about 100 pages of text and a number of statistical tables and diagrams, as well as many illustrations showing all stages in the growth and harvesting of the fruit. This book follows the established pattern of the series, which includes *Forest Products, Sisal, Tobacco and Wool.* Copies: free from Barclays Bank D.C.O., 54, Lombard Street, London, E.C.3.

Many business firms are prompted on occasion to produce a history of the firm. Evidence of the extent to which this happens is given by **London Business House Histories: a Handlist,** recently published by the Guildhall Library. This is a 56-page classified list of the business-house histories in the Library's collection of London literature, and is limited to firms established in the county of London or having a branch there. No fewer than 715 histories of individual firms are listed, and 17 volumes of collected histories. The publication, which is indexed, concludes with a list of the records of City firms deposited in, or presented to, the Library. The firms themselves include banks, insurance companies, wholesale and retail trade and other services, as well as manufacturing industry. Railways, air transport and the catering trades are excluded. Many of the histories listed are centenary brochures produced for publicity purposes, rather than works of scholarship. But most of them are of some interest to the student of local history; and some are serious and valuable contributions to economic or social history, or the history of technology. Copies: 1s. 6d. from the Guildhall Library, London, E.C.2.

Industries Thrive in Sunderland is an illustrated booklet produced by the County Borough of Sunderland as part of its scheme to attract new industry to the region. To encourage industrial development and the local authority is restricting agriculture, clearing slums and diverting the land thus acquired to industry. Local facilities – social amenities, education, communications, availability of fuel, housing – are described briefly. Copies: free from the Industrial Development Officer, County Borough of Sunderland, Burdon House, Burdon Road, Sunderland.

Marketing Management by G. B. Giles (326 pages. Macdonald and Evans, 30s.) has a three-fold purpose. It is an outline of the modern concept of marketing, and the relationship of a Manufacturing Department with its parent organization; an introduction to the whole field of marketing activities for those whose knowledge has been limited to a specialized branch of the subject, and a basic textbook for lecturers in, and students of, marketing and economics. The author first maintains that there is a need for reorientation of policies in marketing, and then proceeds to consider how these policies can be translated into action through marketing organizations and organizational patterns, recruitment and training. Investigation of the market, based on knowledge of the current economic factors and the likely future trends, is described in chapters on market research, product development and testing, the consumer and the market. Further sections deal with advertising and sales promotion, channels of distribution and sales organization.

A new and enlarged edition of the leaflet **Facts About Man-Made Fibres**, issued by the British Man-Made Fibres Federation, has just appeared. Information is given on the properties, advantages and care of all such fibres produced in Great Britain. In this edition, increased space is given to the new modified rayons, and to nylon. Copies: free from the British Man-Made Fibres Federation, Bridgewater House, 58, Whitworth Street, Manchester 1.

The results of a survey carried out on behalf of the National Dairy Council during March and April 1963 are published as **How Housewives Buy Milk and Dairy Products** (21 pages). The report includes tables covering the sources of supply of milk by region, area, social class and age of the housewife; the type of milk purchased, and the quantities of other dairy products demanded from the milk roundsman in each region. Among the other questions discussed is the preference for bottles or cartons. A similar survey was undertaken in 1958 and in this new survey the results are compared with the earlier figures. Copies: free from the National Dairy Centre, 145, Charing Cross Road, London, W.C.2.

With the publication of Volume III, **Alphabetical Index**, the Canadian **Standard Commodity Classification Manual**, produced by the Dominion Bureau of Statistics, has now been completed. Volumes I and II, containing respectively the classification proper, with an explanation of its structure and the principles used in its development, and a classified index of commodity terms, were published in 1959. In Volume III, the commodity terms and alternative designations are listed in alphabetical order with references to the corresponding code numbers in the other volumes. The *Standard Commodity Classification Manual* is designed primarily to facilitate comparisons and ensure compatibility between various statistical series on commodities and groups of commodities. Copies: Vol. I $2, Vol. II $4.50, Vol. III $4, from the Dominion Bureau of Statistics, or the Queen's Printer, Ottawa.

Who's Who in the Motor and Commercial Vehicle Industries 1964 is the new edition of what was formerly called *Who's Who in the Motor Industry*. No material change of contents is involved in the new title, since the directory has in fact always embraced both industries. Copies: 45s. from Temple Press Books Ltd., 42 Russell Square, London, W.C.1.

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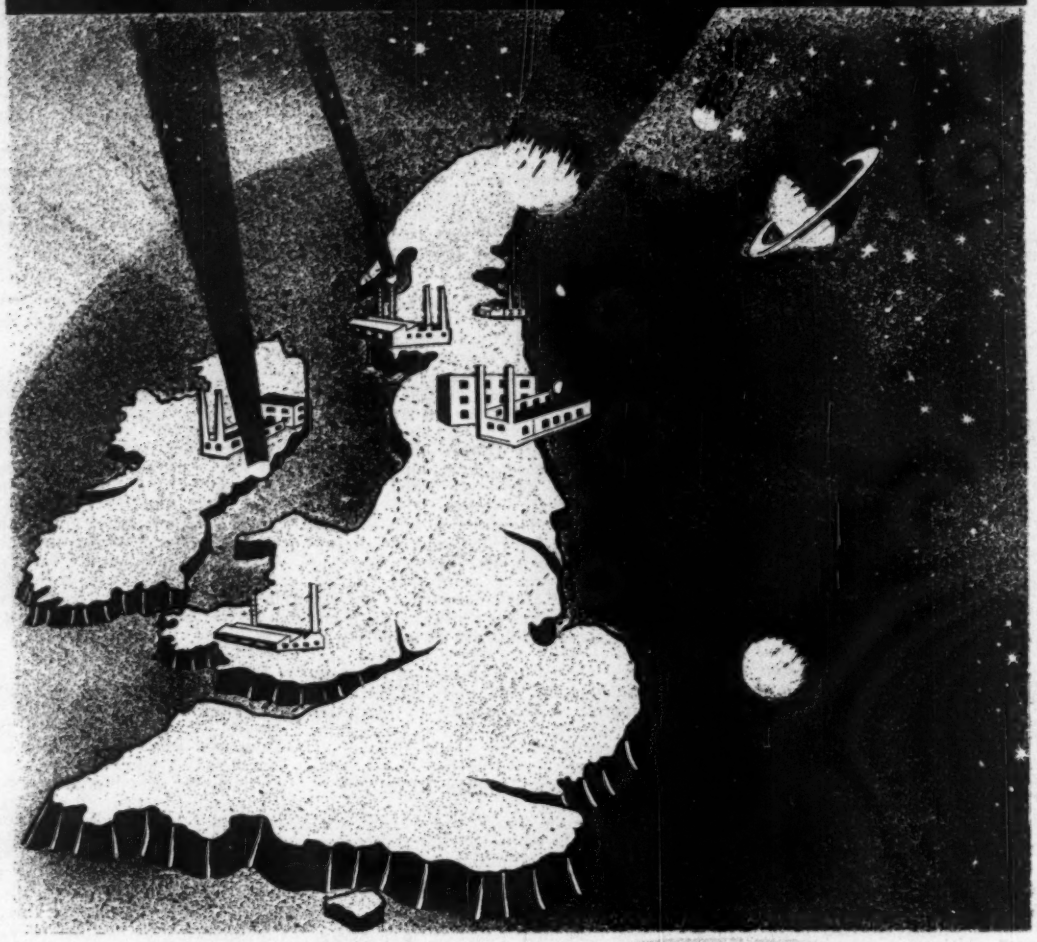

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	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	19,968	—	16,038	15,212	15,212	9,095	3,486	922	699	591	1,205				
1959	103	105	105	105	104	95	108	94	114	113	109	+174	+ 73	+15	+49
1960	108	112	114	110	108	98	118	110	125	129	114	+592	+520	+48	+37
1961	111	114	121	115	111	100	129	130	133	137	121	+297	+230	+36	+ 4
1962	112	115	125	121	112	101	127	119	126	140	124	+113	+ 33	+22	+40
1963		119*				103		105*	131*				+ 97*	+21*	+26*
1962															
2nd quarter	113	115	124	122	112	100	128	123	129	141	124	+ 49	+ 32	— 2	— 8
3rd quarter	112	116	126	122	112	101	128	116	130	146	123	+ 57	+ 15	+23	+10
4th quarter	112	115	128	123	114	101	125	111	124	137	124	+ 10	— 9	+ 9	+25
1963															
1st quarter	111	112	128	123	113	101	114	104	123	96	120	— 20	+ 56	—16	— 3
2nd quarter	115	117	131	126	115	102	128	109	129	147	127	+ 42	— 9	+22	— 3
3rd quarter	115	121	136	129	118	105	133	105	130	159	134	— 32	— 33	—19	— 7
4th quarter		123*				105		105*	142*				+ 83*	+34*	+40*
1963															
July	..	120	..	..	..	103	..	..	..	..	..	..	..	..	..
August	..	121	..	..	..	105	..	..	..	..	..	..	..	..	..
September	..	121	..	..	..	105	..	..	..	..	..	..	..	..	..
October	..	122	..	..	..	104	..	..	..	..	..	..	..	..	..
November	..	124*	..	..	..	104	..	..	..	..	..	..	..	..	..
December	..	124*	..	..	..	106	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS				LABOUR					IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults				
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices														
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,748	3,176	
1959	101	135	103·6	+0·6	103·4	114·2	117·4	433	+ 31	..	157	+21	..	106	105	+140
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—258
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	117	116	— 10
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	120	119	+102
1963	134*	118*	121·7	+2·0	104·5*	121·9*	141·3	502	+ 83	..	144	— 5	..	129	128	
1962																
2nd quarter	120	99	120·2	+5·6	103·3	120·3	135·6	387	— 21	—57	172	+22	+32	120	121	+ 43
3rd quarter	119	92	119·7	+3·8	102·2	120·8	137·3	390	+ 3	—34	156	—16	+ 7	123	121	— 18
4th quarter	115	100	119·6	+2·6	102·5	121·1	138·3	491	+101	+49	120	—36	—32	120	120	+ 40
1963																
1st quarter	117	100	121·4	+3·1	103·6	121·4	139·4	627	+136	+42	113	— 7	— 5	120	123	+ 70
2nd quarter	123	105	122·1	+1·6	104·2	121·8	140·9	504	—123	—58	147	+34	+33	127	127	+ 23
3rd quarter	130	101*	121·3	+1·3	104·2	122·1	141·5	428	— 76	—34	157	+10	+ 6	132	131	+ 15
4th quarter	134*	118*	122·1	+2·1	106·1*	122·5*	143·3	450	+ 22	+50	157	Nil	—34	135	132	
1963																
July	124	103*	121·4	+0·8	104·5	122·0	141·4	424	— 30	—15	160	+ 2	+ 3	134	128	..
August	127	100*	121·0	+1·3	104·1	122·0	141·5	430	+ 6	+10	153	— 7	— 9	127	133	..
September	130	101*	121·4	+1·8	104·1	122·2	141·7	430	Nil	+11	158	+ 5	— 7	135	131	..
October	132*	111*	121·8	+2·3	104·9	122·3	141·7	448	+ 18	+27	160	+ 2	—12	130	129	..
November	134*	120*	122·2	+2·2	105·5*	122·5*	143·0	456	+ 8	+19	157	— 3	—16	135	129	..
December	134*	118*	122·4	+1·8	106·7*	122·6*	145·1	447	— 9	— 1	155	— 2	—11	142	137	..
1964																
January			123·0	+1·9	107·8*	123·0*	145·4	471	+ 24	+41	166	+11	— 1	146	123	..
February								451	— 20	+ 2	178	+12	+ 6			..

† NOT seasonally adjusted. * Provisional.

Upturn in industry's capital expenditure in fourth quarter of 1963

PROVISIONAL estimates for the fourth quarter of 1963 show that the volume of industry's capital expenditure (at 1958 prices seasonally adjusted) was 4 per cent higher than in the previous quarter. The whole of this increase took place in the distributive and service industries, whose capital expenditure in consequence reached an all-time peak. Capital expenditure by manufacturing industry remained virtually unchanged between the third and fourth quarters. The provisional estimates also suggest that for 1963 as a whole the volume of capital expenditure was between 4 and 5 per cent lower than in the previous year, a rise of 4 per cent in expenditure by the distributive and service industries being more than offset by a fall of 11 per cent by manufacturing industry.

Increased expenditure on vehicles by the distributive and service industries was largely responsible for the increase in total investment between the third and fourth quarters of last year, with insignificant changes in the volume of expenditure both on building work and on plant and machinery. A comparison of the years 1963 and 1962 reveals a somewhat different pattern with a substantial increase between the two years in expenditure on vehicles, affecting both the major sectors, accompanied by reduced outlays on building work and on plant and machinery.

The chart shows that the trend of capital expenditure for the whole of industry has now taken a definite upward turn reflecting an even more marked upward movement for the distributive and service

Industry's fixed capital expenditure
at 1958 prices, seasonally adjusted

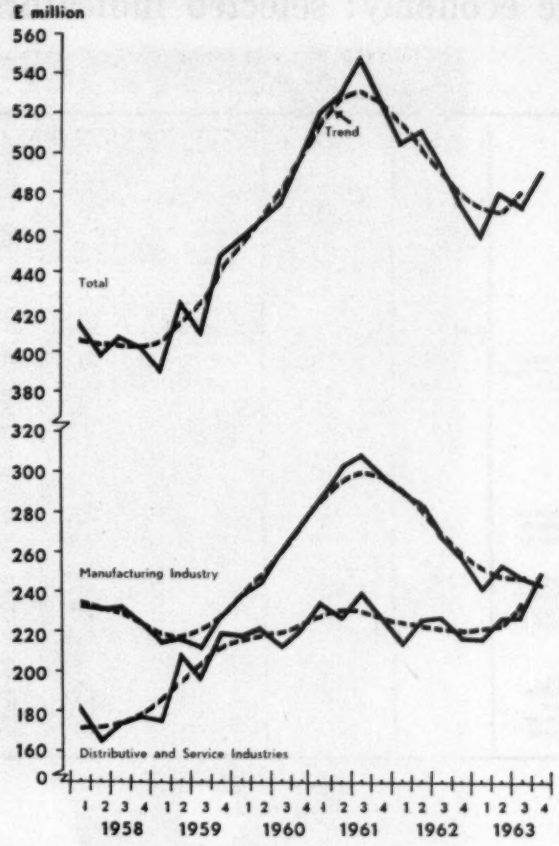


Table 1. Industry's fixed capital expenditure at 1958 prices seasonally adjusted (a)

£ million

Period	ANALYSIS BY INDUSTRIAL SECTORS		Total	ANALYSIS BY TYPE OF ASSET		
	Manufacturing Industry (b)	Distributive and Service Industries (c)		New Building Work	Vehicles	Plant and Macninery
1958	922	699	1,621	449	378	794
1959	871	799	1,670	457	422	791
1960	1,016	873	1,889	530	469	890
1961	1,195	927	2,122	634	445	1,043
1962	1,098	884	1,982	629	372	981
1963	978	918	1,896	572	433	891
1958 1st quarter	233	181	414	112	99	203
2nd quarter	232	166	398	113	90	195
3rd quarter	232	175	407	113	95	199
4th quarter	225	177	402	111	94	197
1959 1st quarter	215	175	390	108	93	189
2nd quarter	216	208	424	112	111	201
3rd quarter	212	197	409	111	101	197
4th quarter	228	219	447	126	117	204
1960 1st quarter	238	218	456	130	115	211
2nd quarter	244	221	465	130	119	216
3rd quarter	261	213	474	133	115	226
4th quarter	273	221	494	137	120	237
1961 1st quarter	286	234	520	147	121	252
2nd quarter	302	227	529	160	107	262
3rd quarter	308	239	547	162	116	269
4th quarter	299	227	526	165	101	260
1962 1st quarter	291	214	505	159	93	253
2nd quarter	284	226	510	161	97	252
3rd quarter	267	227	494	166	89	239
4th quarter	256	217	473	143	93	237
1963 1st quarter	240	216	456	138	98	220
2nd quarter	251	226	477	147	104	226
3rd quarter	245	227	472	143	105	224
4th quarter	242	249	491	144	126	221

The total of manufacturing industry and of the distributive and service industries covers a wide sector of the economy, accounting – after exclusion of dwellings – for 56 per cent of total capital expenditure in 1960. The total comprises most industries and services outside agriculture, forestry and fishing, coal mining, public utilities, the public transport corporations and public administration. The excluded parts are, except for agriculture, very largely in the public sector of the economy and though some public expenditure is included, it is small; the figures are therefore very largely representative of the trend of expenditure of private industry and business.

For other footnotes, see end of article.

Table 2. Fixed capital expenditure of manufacturing industry at 1958 prices seasonally adjusted (a) (b) (d)

£ million

Period	ANALYSIS BY INDUSTRY GROUP									ANALYSIS BY TYPE OF ASSET		
	Food, Drink and Tobacco	Chemicals and Allied Industries	Metal Manufacture	Engineering, Shipbuilding and Metal Goods	Vehicles	Textiles, Leather and Clothing	Paper, Printing and Publishing	Other Manufacturing Industries	Total All Manufacturing Industries			
	Standard Industrial Classification Orders											
	III	IV	V	VI, VII and IX	VIII	X to XII	XV	XIII, XIV and XVI	III to XVI	New Building Work	Vehicles	Plant and Machinery
1958	112·6	197·0	143·5	204·8	69·8	63·6	65·2	65·1	921·6	247·0	52·5	622·1
1959	106·5	169·0	129·7	200·8	69·0	66·5	60·3	69·1	870·9	223·8	57·2	589·9
1960	128·5	149·8	186·1	228·9	78·3	85·2	67·8	91·6	1,016·2	263·5	75·3	677·4
1961	136·9	185·6	242·4	250·5	104·2	101·5	74·4	99·7	1,195·2	318·2	71·9	805·1
1962	134·8	177·9	208·2	220·0	93·8	87·1	74·9	101·3	1,098·0	298·8	61·8	737 4
1963									978·0	266·6	77·5	633·9
1958 1st quarter	28·7	50·5	36·1	51·2	16·8	16·5	17·2	16·0	233·0	62·4	13·3	157·3
2nd quarter	28·4	47·9	35·8	54·0	17·5	14·9	17·3	15·8	231·6	65·4	13·0	153·2
3rd quarter	28·6	49·3	36·6	50·7	17·6	17·4	15·3	16·2	231·7	60·9	13·4	137·4
4th quarter	26·9	49·3	35·0	48·9	17·9	14.8	15·4	17·1	225·3	58·3	12·8	134·2
1959 1st quarter	25·2	47·2	30·1	49·3	18·5	13·6	15·3	15·8	215·0	55·4	13·8	145·8
2nd quarter	28·0	43·8	31·3	49·3	16·1	15·2	15·2	16·6	215·5	53·3	14·2	148·0
3rd quarter	27·2	36·8	34·2	49·2	15·1	17·2	14·7	18·0	212·5	53·1	13·7	145·7
4th quarter	26·0	41·2	34·1	53·0	19·3	20·5	15·1	18·7	227·9	62·0	15·5	150·4
1960 1st quarter	30·2	37·6	39·2	55·8	15·5	20·8	17·4	22·3	238·8	63·1	17·2	158·5
2nd quarter	31·5	35·6	42·3	55·9	19·5	21·7	15·4	21·9	243·8	62·4	18·5	162·9
3rd quarter	33·4	37·9	51·3	57·9	21·5	20·1	16·7	22·0	260·8	69·3	18·8	172·7
4th quarter	33·4	38·7	53·3	59·3	21·8	22·6	18·3	25·4	272·8	68·7	20·8	183·3
1961 1st quarter	33·9	43·1	59·4	60·8	24·6	23·8	16·8	23·7	286·1	74·3	19·0	192·8
2nd quarter	34·8	45·9	62·1	64·0	25·7	25·2	17·7	26·8	302·2	80·8	19·0	202·4
3rd quarter	34·0	48·7	61·4	63·3	27·3	27·9	20·6	24·9	308·1	80·4	17·8	209·9
4th quarter	34·2	47·9	59·5	62·4	26·6	24·6	19·3	24·3	298·8	82·7	16·1	200·0
1962 1st quarter	33·7	47·3	56·8	59·3	25·1	25·1	18·9	24·7	290·9	80·8	16·5	193·6
2nd quarter	33·1	46·3	58·2	56·3	22·9	22·2	19·2	25·4	283·6	78·7	14·7	190·2
3rd quarter	33·1	42·3	47·6	54·8	24·6	19·9	18·8	25·9	267·0	74·1	15·2	177·7
4th quarter	34·9	42·0	45·6	49·6	21·2	19·9	18·0	25·3	256·5	65·2	15·4	175·9
1963 1st quarter	31·1	37·3	33·7	55·6	22·1	20·9	17·0	21·8	239·5	63·8	17·0	158·7
2nd quarter	33·9	40·3	31·7	56·5	24·3	20·0	19·4	25·3	251·4	67·4	19·8	164·2
3rd quarter	35·3	40·0	25·7	55·2	22·4	20·7	19·5	26·1	244·9	65·8	20·3	158·8
4th quarter									242·2	69·6	20·4	152·2

Table 3. Fixed capital expenditure in the distributive and service industries at 1958 prices seasonally adjusted (a) (c) (d)

£ million

Period	ANALYSIS BY INDUSTRY GROUP					ANALYSIS BY TYPE OF ASSET		
	Wholesale Distribution	Retail Distribution	Shipping	Other Industries	Total			
	Standard Industrial Classification							
	810,831, 832	820	704	XVII, Part of XIX, XXI, Part of XXII and XXIII	XVII, Part of XIX, XX, XXI, Part of XXII and XXIII	Building work	Vehicles	Plant and Machinery
1958	73	130	147	349	699	202	326	171
1959	92	163	161	383	799	234	364	201
1960	100	175	158	440	873	266	394	213
1961	105	198	128	496	927	316	373	238
1962	116	219	102	447	884	330	310	244
1963					918	305	356	257
1959 1st quarter	22	38	36	79	175	53	79	43
2nd quarter	23	40	46	99	208	58	97	53
3rd quarter	23	41	35	98	197	59	87	51
4th quarter	24	44	44	107	219	64	101	54
1960 1st quarter	21	44	39	114	218	67	98	53
2nd quarter	26	44	42	109	221	67	101	53
3rd quarter	26	42	40	105	213	64	96	53
4th quarter	27	45	37	112	221	68	99	54
1961 1st quarter	27	44	39	124	234	73	102	59
2nd quarter	27	48	27	125	227	79	88	60
3rd quarter	26	53	32	128	239	82	98	59
4th quarter	25	53	30	119	227	82	85	60
1962 1st quarter	25	57	26	106	214	78	76	60
2nd quarter	27	55	31	113	226	82	82	62
3rd quarter	33	54	22	118	227	92	74	61
4th quarter	31	53	23	110	217	78	78	61
1963 1st quarter	28	53	22	113	216	74	81	61
2nd quarter	32	49	16	129	226	80	84	62
3rd quarter	33	52	21	121	227	77	85	65
4th quarter					249	74	106	69

industries and a levelling out of the downward trend in manufacturing investment which began in mid-1961. It is interesting to note that the gap between the level of expenditure by the distributive group of industries and that by manufacturing industry has been narrowing recently.

Manufacturing industry

The provisional estimates indicate that capital expenditure by manufacturing industry during the fourth quarter of 1963 at 1958 prices (seasonally adjusted) differed little from that in the third quarter. Increased expenditure on new building work was matched by a comparable drop in expenditure on plant and machinery, while expenditure on vehicles remained unchanged.

For the year 1963 as a whole capital expenditure by manufacturing industry is provisionally estimated at £978 million (1958 prices) or 11 per cent lower than in 1962. Within this total, expenditure on building work and on plant and machinery, which together accounted for 92 per cent of capital expenditure by manufacturing industry last year, fell by 11 per cent and 14 per cent respectively; investment in vehicles rose by 25 per cent. While on the basis of these provisional estimates manufacturing industry incurred less capital expenditure in 1963 than in any year since 1959, which was in itself a depressed year, the fourth quarter figures confirm that investment by manufacturers is now levelling out and may be about to turn upwards. The provisional estimate of total manufacturing investment at current prices corresponds almost exactly to the forecast of £1,060 million (current prices) published in the *Board of Trade Journal* of January 17, 1964 (page 99).

Details of capital expenditure in the fourth quarter of 1963, analyzed by industry groups, will appear in the final article due to be published in the *Board of Trade Journal* of April 10, 1964. The provisional figures suggest that higher expenditure on capital assets in the fourth quarter by the chemical, vehicles and textile groups was more than offset by decreased expenditure in the food, drink and tobacco, engineering and paper groups, resulting in a marginal drop in total manufacturing expenditure compared with the third quarter. For the year as a whole the bulk of the fall in expenditure was concentrated in the metal manufacturing industry (primarily iron and steel).

Distributive and service industries

The provisional estimate of capital expenditure in the last quarter of 1963 by the distributive and service industries at 1958 prices (seasonally adjusted) of £249 million represents an increase of 10 per cent over the third quarter. This increased resulted from higher outlays on vehicles – also reflected in the figures of the output and deliveries of commercial vehicles for the home market – and to a lesser extent on plant and machinery; expenditure on new building work fell slightly.

Total expenditure at 1958 prices on fixed assets by the distributive and service industries in 1963 rose by 4 per cent to a figure only fractionally below the peak level attained in 1961. Within this overall rise higher expenditure on vehicles and on plant and machinery was partly offset by reduced expenditure on new building work. In 1963 expenditure on vehicles (including ships) is estimated to have accounted for nearly 40 per cent of total capital expenditure by this group of industries. The provisional figures suggest that higher expenditure by the 'other industries' group was responsible for the overall increase with relatively minor changes in wholesale distributive (upwards) and retail distributive (downwards) roughly cancelling out. Capital expenditure by the shipping industry has declined for the fourth successive year, although the level of expenditure by this industry remained fairly steady throughout 1963 and is expected to rise next year. Details of these separate industry groups will be given in the final article for the fourth quarter due to be published in the *Board of Trade Journal* of April 10, 1964.

Table 4. Industry's fixed capital expenditure at current prices (a)

£ million

Period	Manufacturing Industry (b)	Distributive and Service Industries (c)	Total
1958	922	699	1,621
1959	867	789	1,656
1960	1,021	862	1,883
1961	1,239	931	2,170
1962	1,168	914	2,082
1963	1,058	945	2,003
1958 1st quarter	221	182	403
2nd quarter	227	161	388
3rd quarter	230	165	395
4th quarter	244	191	435
1959 1st quarter	203	175	378
2nd quarter	209	202	411
3rd quarter	212	181	393
4th quarter	243	231	474
1960 1st quarter	221	211	432
2nd quarter	236	212	448
3rd quarter	271	202	473
4th quarter	293	237	530
1961 1st quarter	273	232	505
2nd quarter	304	221	525
3rd quarter	331	230	561
4th quarter	331	248	579
1962 1st quarter	286	215	501
2nd quarter	294	229	523
3rd quarter	290	230	520
4th quarter	298	240	538
1963 1st quarter	241	221	462
2nd quarter	265	229	494
3rd quarter	267	226	493
4th quarter	285	269	554

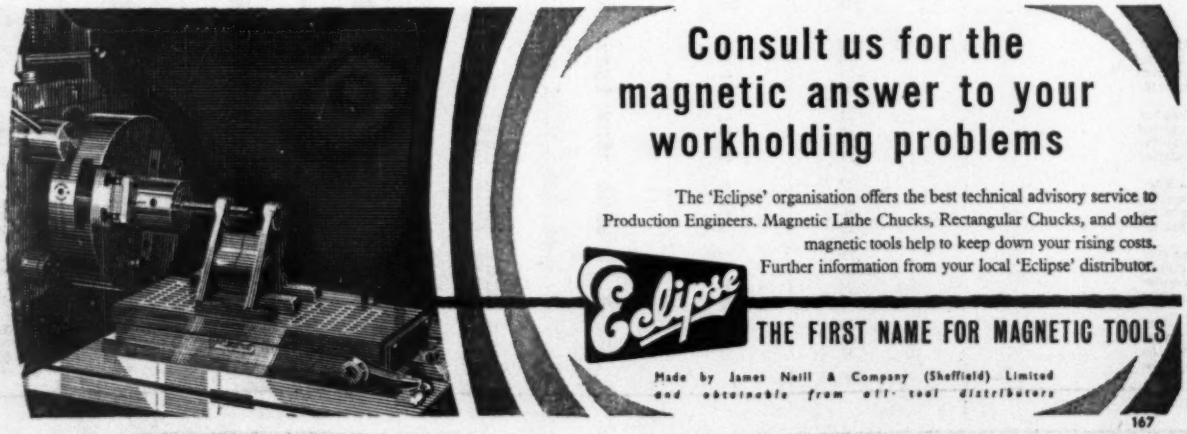
Notes relating to Tables 1, 2, 3 and 4

(a) Expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets, and on new building work.

(b) Standard Industrial Classification Orders III to XVI.

(c) Standard Industrial Classification Order XVII (Construction); XIX (Transport and Communication) excluding 701 – Railways, 705 – Port and Inland Water Transport, 706 – Air Transport and 707 – Postal Services and Telecommunications; XX (Distributive Trades); XXI (Insurance, Banking and Finance) excluding savings departments of the Post Office and Trustee Savings Banks; XXII (Professional and Scientific Services) excluding 872 – Educational Services and 874 – Medical and Dental Services; and XXIII (Miscellaneous Services).

(d) Care should be taken in using the industry figures in tables 2 and 3 because of the margin of error involved in the quarterly seasonal adjustments.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Steep rise in industry's stocks in final quarter of 1963

IT IS PROVISIONALLY estimated that the volume of stocks (at 1958 prices) held by manufacturers and distributors rose, after allowing for seasonal factors, by about £157 million (or two per cent) during the fourth quarter of 1963 – the largest quarterly change since that recorded in the third quarter of 1960. This increase followed a fall of £60 million in the third quarter of the year. While the quarterly series are liable to some irregularities so that, for example, quarter to quarter movements are subject to some uncertainty, the magnitude of the change in the figures between these two quarters shows that there was a very marked change in the underlying trend. Reports from contributing companies (discussed in more detail below) confirm that increases in output, which hitherto had been overtaken by the rise in demand, were in the fourth quarter of 1963 sufficient to meet not only the increased demand but also to enable some building up of stocks.

Manufacturers, wholesalers and retailers all contributed to this increase (more or less in proportion to the stocks held by each), which resulted in the level of industry's stocks at the end of 1963 (£7,822 million) being some £144 million higher than a year earlier.

Manufacturers' stocks

Provisional estimates for the fourth quarter of 1963 show that the total volume of manufacturers' stocks and work in progress (at 1958 prices seasonally adjusted) rose by £83 million. This increase mainly reflects a rise (£56 million) in work in progress, but it also includes an increase of some £34 million in stocks of

Table 1. Changes in the volume of industry's stocks at 1958 prices seasonally adjusted (a)

£ million

Period	(b) Manufacturing	(c) Wholesale distribution	(d) Retail distribution	(e) Total
Level of stocks at December 31, 1959	4,952	810	946	6,708
1958	+ 37	+14	+16	+ 67
1959	+ 73	+15	+49	+137
1960	+520	+48	+37	+605
1961	+230	+36	+ 4	+270
1962	+ 33	+22	+40	+ 95
1963	+ 97	+21	+26	+144
1958 1st quarter	+ 39	— 5	— 3	+ 31
2nd quarter	+ 7	—11	— 8	— 12
3rd quarter	+ 10	+19	+20	+ 49
4th quarter	— 19	+11	+ 7	— 1
1959 1st quarter	+ 2	+16	—14	+ 4
2nd quarter	— 10	+ 6	+23	+ 19
3rd quarter	+ 23	— 2	+17	+ 38
4th quarter	+ 58	— 5	+23	+ 76
1960 1st quarter	+ 99	+ 5	+18	+122
2nd quarter	+136	+12	+18	+166
3rd quarter	+148	+16	+ 2	+166
4th quarter	+137	+15	— 1	+151
1961 1st quarter	+ 79	+35	+ 8	+122
2nd quarter	+ 60	+19	+11	+ 90
3rd quarter	+ 46	—13	— 8	+ 25
4th quarter	+ 45	— 5	— 7	+ 33
1962 1st quarter	— 5	— 8	+13	N/C
2nd quarter	+ 32	— 2	— 8	+ 22
3rd quarter	+ 15	+23	+10	+ 48
4th quarter	— 9	+ 9	+25	+ 25
1963 1st quarter	+ 56	—16	— 3	+ 37
2nd quarter	— 9	+22	— 3	+ 10
3rd quarter	— 33	—19	— 8	— 60
4th quarter	+ 83	+34	+40	+157

Changes in industry's stocks
at 1958 prices, seasonally adjusted

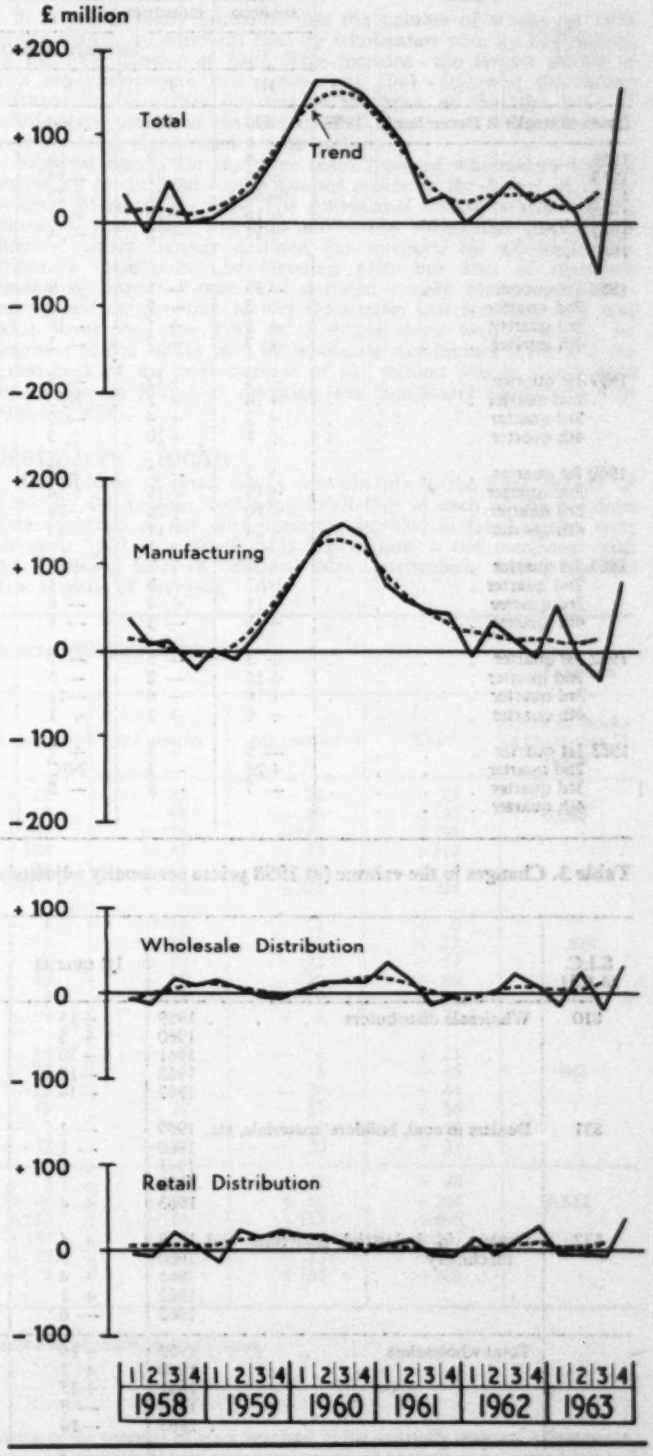


Table 2. Changes in the volume (at 1958 prices – seasonally adjusted) of stocks held by manufacturing industry (a) (b) (f)

£ million

Period	ANALYSIS BY INDUSTRY GROUP							ANALYSIS BY TYPE OF ASSET		
	Food, drink and tobacco	Chemicals and allied industries	Metal manufacture	Engineering, shipbuilding and vehicles	Textiles, leather and clothing	Other manufacturing industries	Total all manufacturing industries			
	Standard Industrial Classification Orders							Materials and fuel	Work in progress	Finished goods
	III	IV	V	VI-IX	X-XII	XIII-XVI	III-XVI			
Level of stocks at December 31, 1959	720	456	384	2,295	606	491	4,952	1,940	1,785	1,227
1958	— 6	+ 9	—10	+ 32	+ 5	+ 7	+ 37	— 91	+ 27	+101
1959	+26	+31	—10	+ 36	—12	+ 2	+ 73	+ 16	+ 47	+ 10
1960	+52	+41	+73	+250	+42	+62	+520	+225	+127	+168
1961	+18	+15	+ 7	+134	+23	+33	+230	+ 51	+ 84	+ 95
1962	+31	+ 2	—24	+ 29	— 6	+ 1	+ 33	— 50	+ 32	+ 51
1963							+ 97	— 9	+108	— 2
1958 1st quarter	—19	— 1	+ 9	+ 33	+10	+ 7	+ 39	— 21	+ 26	+ 34
2nd quarter	+ 3	— 2	+ 2	+ 8	— 7	+ 3	+ 7	— 43	— 5	+ 55
3rd quarter	+ 3	+ 5	—18	+ 24	— 4	N/C	+ 10	— 15	+ 11	+ 14
4th quarter	+ 7	+ 7	— 3	— 33	+ 6	— 3	— 19	— 12	— 5	— 2
1959 1st quarter	+ 9	+12	— 8	— 11	— 3	+ 3	+ 2	— 4	+ 2	+ 4
2nd quarter	+14	+ 5	N/C	— 13	—13	— 3	— 10	+ 12	N/C	— 22
3rd quarter	+ 2	+ 4	— 5	+ 22	— 3	+ 3	+ 23	— 5	+ 19	+ 9
4th quarter	+ 1	+10	+ 3	+ 38	+ 7	— 1	+ 58	+ 13	+ 26	+ 19
1960 1st quarter	+ 3	— 2	+16	+ 56	+16	+10	+ 99	+ 47	+ 24	+ 28
2nd quarter	+15	+16	+14	+ 64	+12	+15	+136	+ 62	+ 37	+ 37
3rd quarter	+10	+16	+28	+ 55	+24	+15	+148	+ 70	+ 23	+ 55
4th quarter	+24	+11	+15	+ 75	—10	+22	+137	+ 46	+ 43	+ 48
1961 1st quarter	+ 4	+ 7	+13	+ 28	+ 8	+19	+ 79	+ 34	+ 40	+ 5
2nd quarter	N/C	+ 7	+ 1	+ 24	+11	+17	+ 60	+ 18	+ 17	+ 25
3rd quarter	+11	+ 4	— 6	+ 33	N/C	+ 4	+ 46	+ 12	+ 15	+ 19
4th quarter	+ 3	— 3	— 1	+ 49	+ 4	— 7	+ 45	— 13	+ 12	+ 46
1962 1st quarter	+ 3	— 5	— 9	+ 11	+ 1	— 6	— 5	— 18	— 2	+ 15
2nd quarter	+16	— 2	— 5	+ 25	N/C	— 2	+ 32	+ 3	+ 21	+ 8
3rd quarter	+ 6	+ 6	—11	+ 17	— 4	+ 1	+ 15	— 21	+ 15	+ 21
4th quarter	+ 6	+ 3	+ 1	— 24	— 3	+ 8	— 9	— 14	— 2	+ 7
1963 1st quarter	— 5	+ 8	+ 7	+ 33	— 7	+20	+ 56	— 14	+ 33	+ 37
2nd quarter	+28	— 3	N/C	— 16	— 7	—11	— 9	— 4	+ 3	— 8
3rd quarter	— 7	— 8	— 8	+ 1	— 5	— 6	— 33	— 25	+ 16	— 24
4th quarter							+ 83	+ 34	+ 56	— 7

Table 3. Changes in the volume (at 1958 prices seasonally adjusted) of stocks held by wholesalers (a) (f)

£ million

S.I.C. M.L.H.			1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of stocks at December 31, 1959
810	Wholesale distributors	1959	+13	+ 1	—13	+ 9	+10	548
		1960	+ 5	+ 9	+11	+ 1	+26	
		1961	+30	+10	— 7	— 7	+26	
		1962	—10	— 8	+11	+11	+ 4	
		1963	—14	+13	—26			
831	Dealers in coal, builders' materials, etc.	1959	— 1	+ 4	+ 6	— 4	+ 5	77
		1960	— 1	+ 2	+ 1	+ 2	+ 4	
		1961	+ 1	+ 1	— 1	— 1	N/C	
		1962	+ 1	N/C	+ 1	+ 2	+ 4	
		1963	+ 4	+ 1	— 3			
832	Dealers in industrial materials and machinery	1959	+ 4	+ 1	+ 5	—10	N/C	185
		1960	+ 1	+ 1	+ 4	+12	+18	
		1961	+ 4	+ 8	— 5	+ 3	+10	
		1962	+ 1	+ 6	+11	— 4	+14	
		1963	— 6	+ 8	+10			
	Total wholesalers	1959	+16	+ 6	— 2	— 5	+15	810
		1960	+ 5	+12	+16	+15	+48	
		1961	+35	+19	—13	— 5	+36	
		1962	— 8	— 2	+23	+ 9	+22	
		1963	—16	+22	—19	+34	+21	

materials and fuel. There was little change in stocks of finished goods (the fall of £7 million at this provisional stage is not considered significant). Thus, the level of manufacturers' stocks at the end of 1963 was some £97 million (or nearly two per cent) higher than at the end of 1962.

The output of manufacturing industry also rose substantially in the fourth quarter of 1963 so that, despite the large increase in stocks, the relative levels of stocks and output were not altered significantly.

Although figures for individual sectors of industry will, as usual, not become available for the fourth quarter of 1963 until the final article, due to appear in the *Board of Trade Journal* of April 10, 1964, the provisional fourth quarter figures suggest that the increase of £83 million in the seasonally adjusted volume of manufacturers' stocks and work in progress, was largely concentrated into the food (mainly materials and fuel) and engineering (mainly work in progress) industries. Over the year 1963 as a whole the increase of £97 million in manufacturers' stocks and work in progress was mainly due to a marked increase in work in progress in the engineering and allied group of industries; a marked increase in the stocks (of materials and fuel as well as of finished goods) in the food, drink and tobacco group of industries was partly off-set by reductions in the stocks of textiles, leather and clothing industries. There was little change over the year in the stocks of the other broad groups of industries for which figures are published in this series.

Conversations with the companies mainly involved about recent changes in their stock holdings (with particular reference to the fall in the third quarter and the large rise in the fourth quarter) indicate that there were a number of different influences at work. Some companies mentioned that because of increased demand earlier in the year their stocks had fallen below what they regarded as an appropriate level in relation to output; the prospect of a continued high level of demand had made a higher level of stocks desirable and during the fourth quarter output had caught up with demand sufficiently either to permit some stock building or, in some cases, to prevent any further fall in stocks. In the food and drink industries increased prices as well as a high level of actual and expected demand were stated to have encouraged larger than usual purchases of certain commodities. In the heavy engineering and aircraft industries work in progress on contracts which started earlier in the year was reported to have increased strongly; heavy demand for some consumer products (notably television apparatus) was also reported on the lighter side of the engineering industry. Companies providing components for the motor industry reported attempts to make up previous reductions in their stocks due to the heavy demands of the motor industry.

Wholesalers' stocks

It is provisionally estimated that the volume of stocks (at 1958 prices seasonally adjusted) held by wholesalers rose by £34 million in the final quarter of 1963. This increase – the largest shown in this series since the first quarter of 1961 – followed fluctuating changes in the earlier quarters of the year, so that the level of wholesalers' stocks at the end of 1963 was some £21 million (or two per cent) higher than a year earlier.

Separate figures for the three main types of wholesalers will be published in the final fourth quarter article in the *Board of Trade Journal* of April 10, 1964. The provisional results clearly suggest, however, that there was not only some substantial stocking of finished goods (largely destined for retailers) by wholesale distributors (Minimum List Heading 810) – but also of materials (including imported materials) destined mainly for the manufacturing and construction sectors (Minimum List Headings 831 and 832). Over the year 1963 as a whole there was, however, no increase in the stocks held by wholesale distributors (810) and the great bulk of the total increase of £21 million was in stocks held by dealers in industrial materials and machinery (Minimum List Heading 832).

Retailers' stocks

The volume of retail stocks rose sharply in the final quarter of 1963, by £40 million, following small falls in each of the previous three quarters of the year. Thus the increase in retail stocks, over the year 1963 as a whole, was £26 million, a rise consistent with the increased level of retailers' sales – particularly during the last few months of the year.

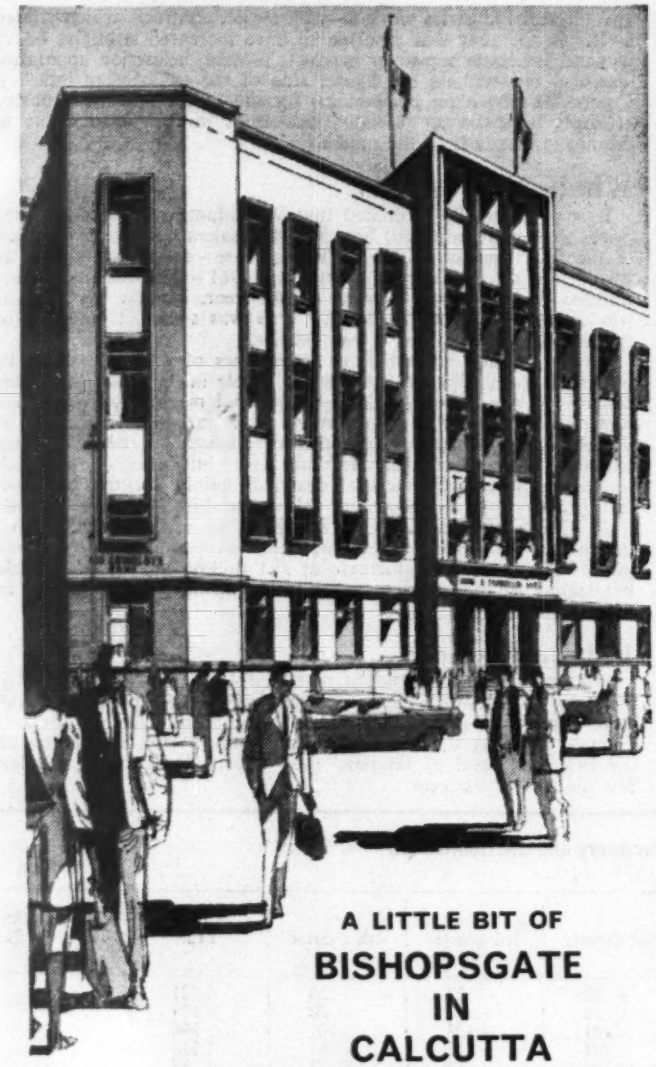
Table 4. Changes in value (at book values) of stocks held by manufacturers and distributors (a)

£ million

		1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of stocks at December 31, 1959
Manufacturing (b)	1958	+ 54	+ 22	— 27	— 28	+ 21	
	1959	+ 27	+ 13	+ 17	+ 80	+137	5,048
	1960	+128	+181	+128	+161	+598	
	1961	+112	+104	+ 47	+ 55	+318	
	1962	+ 9	+ 29	+ 14	+ 33	+ 85	
	1963	+ 67	N/C	+ 10	+157	+234	
Wholesale distribution (c)	1958	— 8	— 8	+ 37	— 15	+ 6	
	1959	+ 17	+ 5	+ 25	— 25	+ 22	819
	1960	+ 7	+ 18	+ 52	— 22	+ 55	
	1961	+ 44	+ 20	+ 15	— 36	+ 43	
	1962	+ 6	+ 5	+ 40	— 19	+ 32	
	1963	— 8	+ 19	+ 19	+ 8	+ 38	
Retail distribution (d)	1958	+ 36	— 16	+ 5	— 4	+ 21	
	1959	+ 20	+ 22	— 3	+ 6	+ 45	945
	1960	+ 68	+ 15	— 19	— 20	+ 44	
	1961	+ 73	+ 19	— 29	— 27	+ 36	
	1962	+ 87	— 5	— 13	— 1	+ 68	
	1963	+ 74	— 22	— 35	+ 20	+ 37	
Total (e)	1958	+ 82	— 2	+ 15	— 47	+ 48	
	1959	+ 64	+ 40	+ 39	+ 61	+204	6,812
	1960	+203	+214	+161	+118	+696	
	1961	+229	+143	+ 33	— 8	+397	
	1962	+102	+ 29	+ 41	+ 13	+185	
	1963	+133	— 3	— 6	+185	+309	

Notes relating to Tables 1-4.

(a) The estimates are shown to the nearest £ million, but should not be regarded as accurate to this degree.
(b) Standard Industrial Classification Orders III-XVI.
(c) S.I.C. Minimum List Headings 810, 831, 832.
(d) S.I.C. Minimum List Heading 820.
(e) S.I.C. Orders III-XVI and XX.
(f) Care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.



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Retail sales again buoyant in January

AFTER allowing for seasonal factors the value of retail sales was at a high level in January. The seasonally adjusted index, which was 112, compares with a fairly steady level of 110 – taking together the figures for November and December because of the late start to Christmas shopping—since the sharp increase in August last year. It is, of course, too early, from the figures for one month, to say whether the underlying trend of sales has moved upward. Much of the increase in the value of sales in January was due to an increase by food shops which was partly accounted for by higher prices. Although the whole number figures given in the table in this article show an increase between December and January of one point in both the value and volume of total retail sales, the increase in the volume was only half a point against a full point increase in the value of sales.

The value of sales in January before seasonal adjustment was 6 per cent higher than a year earlier the same as the increase in November and December, taken together.

Clothing and footwear shops

The seasonally adjusted index of the value of sales by clothing and footwear shops was, at 111, four points lower than in December and at the same level as during the final quarter of last year, and little different from that in the third quarter. The increase in sales in January compared with a year earlier was rather larger than the increase during the fourth quarter (10 per cent against 8 per cent) but sales in January 1963 was affected by the poor weather and were at a low level. Sales by men's wear shops and by women's wear shops showed increases in January of 11 per cent and 9 per cent respectively – again, rather larger than those in the fourth quarter and the increase by footwear shops—10 per cent—was the same as that during the fourth quarter. As in recent

(*Continued on next page*)

Analysis by form of organization

January – Index numbers of values of sales per week and percentage changes compared with a year earlier (a)

1961 = 100

	Total all retailers		Independent retailers		Multiple retailers		Co-operative societies	
		%		%		%		%
ALL KINDS OF BUSINESS	105	+ 6	106	+ 5	104	+10	97	— 1
FOOD SHOPS	108	+ 3	105	+ 2	121	+ 9	98	— 3
Grocers	110	+ 3 (g)	106	Nil	130	+11	96	— 4 (g)
Butchers	111	+ 3	..	..	..	..	..	..
Greengrocers, fruiterers	88	+ 2	88	+ 2	93	+ 5	83	— 4
Fishmongers, poulterers	106	+ 9	..	..	..	..	..	..
Bread and flour confectioners	106	+ 6 (h)	104	+ 5	110	+ 9	..	..
Off-licences	105	+ 6	108	+ 5	103	+ 7	..	..
Dairymen	112	+ 3	..	..	..	..	109	+ 1
Other food shops	100	+ 2	..	..	..	..	..	..
NON-FOOD SHOPS	103	+ 9	..	..	..	..	..	..
Clothing and footwear shops	97	+10	101	+ 8	94	+12	86	+ 6
Footwear shops	86	+10	98	+ 7	82	+12	74	+ 2
Men's wear shops	113	+11	107	+ 4	122	+19	86	+ 1
Women's wear shops	94	+ 9	99	+ 9	89	+ 9	90	+ 9
of which:								
Women's, girls' and infants' wear specialist shops	..		79	+13	..		—	
Drapers' and general outfitting shops	—		107	+ 8			—	
Large (c)	—		118	+12	..		—	
Medium (c)	—		105	+10	—		—	
Small (c)	—		101	+ 4	—		—	
Durable goods shops	117	+15	121	+14	112	+17	101	+15 (f)
Furniture shops	118	+21	122	+22	101	+16	—	
Large (c)	—		134	+20	—		—	
Medium and small (c)	—		118	+23	—		—	
Other durable goods shops	118	+11	120	+ 6 (e)	116	+17*	—	
Radio and electrical goods shops	118	+ 7	120	+ 6	112	+11	—	
Radio and cycle shops, cycle shops, perambulator shops								
Electricity showrooms	106	+16	—		106	+16	—	
Gas showrooms	138	+31	—		138	+31	—	
Miscellaneous non-food shops (b)	96	+ 6	..	..	..	..	..	..
Confectioners, tobacconists, newsagents	103	+ 3	102	+ 3	109	+ 4	—	
Booksellers, stationers	..		116	+18	..		—	
Chemists, photographic goods dealers (d)	96	+ 8	98	+ 8	94	+ 7	97	+ 7
Jewellers	77	+24	81	+24	62	+30	—	
Leather goods, sports goods, toys and fancy goods shops	73	+15	..	..	..	..	—	
Ironmongers and hardware shops	103	— 6	106	— 6	78	Nil	—	(f)
General Department Stores	121	+12	—		—		—	

* Provisional.

Retail sales seasonally adjusted (a)

Index numbers of value of sales per week.

(i) At current prices.

1961 = 100

	All kinds of business	Food shops	Non-food shops: Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (b)
1962 3rd quarter	105	105	105	105	105	104
4th quarter	104	105	103	104	103	105
1963 1st quarter	106	108	104	102	99	106
2nd quarter	106	106	105	101	105	107
3rd quarter	109	107	110	112	111	110
4th quarter	110	109	111	111	112	112
1962 December	104	105	104	103	103	105
1963 January	105	108	103	101	98	106
February	105	108	102	101	97	104
March	106	107	106	104	101	106
April	105	107	104	99	102	107
May	107	108	106	103	109	108
June	105	105	106	101	106	106
July	107	106	107	105	108	108
August	110	108	112	114	114	110
September	110	108	112	115	110	110
October	109	108	110	110	110	112
November	109	109	109	107	110	110
December	111	108	113	115	114	113
1964 January	112	111	113	111	113	114

(ii) At average 1961 prices.

	All kinds of business	Food shops	Non-food shops
1962 3rd quarter	101	102	101
4th quarter	101	103	100
1963 1st quarter	101	102	100
2nd quarter	102	102	102
3rd quarter	105	103	106
4th quarter	105	103	107
1962 December	101	103	100
1963 January	102	103	100
February	100	102	99
March	102	101	102
April	101	102	100
May	103	103	102
June	102	101	102
July	103	102	104
August	106	104	108
September	105	103	108
October	104	103	105
November	104	104	105
December	106	103	109
1964 January	107	105	108

(a) The total and sub-total series in this table are seasonally adjusted independently from the component series. As was mentioned in the article in the *Board of Trade Journal* of July 6 1963, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment.

(b) Including general department stores.

months, prices of clothing and footwear were about one per cent higher in January than a year earlier.

Durable goods

The level reached by the small increase in December in the seasonally adjusted index of the value of sales by durable goods shops, compared with the steady level of the previous three months, was virtually maintained in January, when the index was 113 against 114 in December and 110 in the earlier months. Sales by durable goods shops as a whole were 15 per cent higher than a year earlier in January compared with an increase of 10 per cent in December. The very poor weather in January 1963 particularly affected sales by furniture shops and these shops showed an increase of 21 per cent on a year earlier in January this year compared with an increase of 10 per cent in December and 8 per cent during the fourth quarter of last year. Other durable goods shops —radio and electrical etc., goods shops and gas and electricity showrooms— were also affected by the weather last year, but to a lesser extent than were furniture shops. Sales by this group of shops were 11 per cent higher than a year earlier in January compared with an increase of 10 per cent in December. Comparisons on this basis between January and earlier months for these shops are, however, also influenced by the fact that the prices of radio and television sets, gramophones and gramophone records were reduced in January last year as a result of the lowering of the levels

Index numbers of values of sales per week, and percentage changes compared with a year earlier (a)

(i) Analysis by broad groups: value and volume.

1961 = 100

(Sales in 1961 £ million)	All kinds of business (£9,095)				Food shops (£4,171)				Non-food shops									
									Total (£4,923)				Clothing and footwear shops (£1,395)		Durable goods shops (f) (£956)		General department stores (£451)		Miscellaneous non-food shops (b) (£2,121)	
	Value		Volume*		Value		Volume*		Value		Volume*									
1962 Year	103	+3	101	+1	104	+4	102	+2	103	+3	100	Nil	102	+ 2	102	+ 2	103	+ 3	103	+3
1963 Year	108	+4	103	+3	107	+3	103	+1	108	+5	104	+4	107	+ 5	107	+ 4	108	+ 5	109	+5
1963 1st quarter	97	+3	93	+1	105	+5	100	+1	91	+2	88	+1	83	+ 2	95	— 1	89	+ 3	95	+3
2nd quarter	103	+3	99	+2	106	+3	101	+2	102	+4	98	+3	103	+ 2	98	+ 3	97	+ 3	103	+5
3rd quarter	105	+4	102	+3	105	+2	101	+1	106	+6	102	+5	105	+ 6	106	+ 6	104	+ 6	107	+5
4th quarter	125	+6	119	+4	115	+3	109	+1	133	+7	128	+7	137	+ 8	128	+ 8	140	+ 6	131	+7
1963 October	111	+6	106	+4	107	+4	101	Nil	114	+8	110	+7	113	+ 8	118	+ 7	116	+ 8	112	+8
November	114	+4	110	+2	109	+4	104	+1	119	+4	115	+4	118	+ 2	124	+ 7	124	+ 2	117	+5
December	144	+7	137	+5	126	+3	119	+1	159	+9	153	+9	171	+11	140	+10	171	+ 8	158	+8
1964 January	105	+6	100	+5	108	+3	102	+1	103	+9	98	+8	97	+10	117	+15	121	+12	96	+6

(ii) Analysis by kind of business: value only.

(Sales in 1961 £ million)	Food shops																Clothing and footwear shops					
	Grocers (g) (£2,406)		Butchers (£641)		Greengrocers fruiterers (£324)		Fishmongers, poulterers (£81)		Bread and flour confectioners (h) (£196)		Off-licences (£140)		Dairymen (£369)		Other food shops (£14)		Footwear shops (£230)		Men's wear shops (£282)		Women's wear shops (£883)	
1962 Year	104	+4	102	+2	101	+1	102	+2	107	+7	107	+7	106	+6	103	+3	101	+ 1	102	+ 2	102	+ 2
1963 Year	108	+4	104	+2	100	—1	106	+3	113	+6	114	+7	110	+4	98	—5	106	+ 4	107	+ 4	107	+ 5
1963 1st quarter	107	+5	104	+2	95	—2	101	+2	103	+6	93	+9	110	+8	99	—2	73	— 3	91	+ 3	83	+ 3
2nd quarter	106	+3	98	+1	114	—2	106	+3	113	+7	94	+7	112	+6	95	—6	107	+ 2	103	Nil	102	+ 2
3rd quarter	106	+3	100	+2	100	—3	106	+3	116	+5	99	+8	106	+1	92	—8	108	+ 6	104	+ 5	105	+ 6
4th quarter	115	+4	112	+2	91	+2	109	+5	121	+5	169	+5	113	+3	104	—4	134	+10	130	+ 8	139	+ 7
1963 October	109	+5	106	+3	83	+1	105	+5	117	+5	102	+6	112	+2	98	—8	113	+ 8	103	+ 7	117	+ 8
November	111	+4	105	+2	88	+3	105	+5	116	+5	115	+5	114	+3	97	—7	119	+ 4	113	+ 1	119	+ 1
December	124	+3	122	+2	100	+2	116	+4	127	+5	266	+4	114	+3	115	+1	163	+15	165	+12	174	+10
1964 January	110	+3	111	+3	88	+2	106	+9	106	+6	105	+6	112	+3	100	+2	86	+10	113	+11	94	+ 9

(Sales in 1961 £ million)	Durable goods shops (f)								Miscellaneous non-food shops									
			Other durable goods shops															
	Furniture shops (£403)		Total (£472)		Radio and electrical goods shops, Radio and cycle shops, perambulator shops (£368)		Electricity showrooms (£55)		Gas showrooms (£49)		Confectioners, tobacconists, newsagents (£795)		Booksellers, stationers† (£60)		Chemists, photographic goods dealers (d) (£261)		Jewellers (£89)		Leather goods, sports goods, toys and fancy goods shops (£76)		Ironmongers and hardware shops (£236)	
1962 Year	102	+ 2	103	+ 3	101	+1	108	+ 8	114	+14	104	+4	105	+ 5	103	+3	100	Nil	101	+ 1	102	+2
1963 Year	104	+ 2	110	+ 7	105	+4	118	+ 9	137	+19	107	+4	111	+ 6	108	+4	105	+ 5	103	+ 2	107	+5
1963 1st quarter	89	— 6	101	+ 4	99	+3	98	+10	116	+ 6	102	+3	105	+ 6	91	+2	74	— 4	67	— 4	102	+5
2nd quarter	97	Nil	100	+ 6	95	+5	116	+12	117	+12	104	+5	103	+ 7	102	+4	84	+ 5	88	Nil	103	+3
3rd quarter	105	+ 3	107	+ 8	100	+5	122	+ 7	143	+23	106	+3	106	+ 6	109	+5	108	+ 7	110	+ 5	107	+5
4th quarter	123	+ 8	133	+ 8	128	+5	137	+ 9	170	+34	118	+4	130	+ 6	130	+5	154	+ 9	147	+ 5	118	+6
1963 October	115	+ 8	123	+ 6	115	+1	130	+ 8	176	+31	108	+3	114	+10	99	+5	93	+11	96	+ 7	110	+7
November	123	+ 6	125	+ 8	115	+4	136	+ 6	188	+34	111	+4	125	+ 5	108	+5	110	+ 8	113	+ 6	109	+4
December	129	+10	148	+10	148	+7	143	+12	151	+36	132	+5	147	+ 5	171	+5	238	+ 9	216	+ 4	132	+8
1964 January	118	+21	118	+11	118	+7	106	+16	138	+31	103	+3	116	+18	96	+8	77	+24	73	+15	103	—6

† Independent retailers only. * At average 1961 prices.

of purchase tax at the beginning of that month. Prices of durable goods as a whole were about 2 per cent higher than a year earlier in January, compared with decreases of about ½ per cent in earlier months.

Other non-food shops

The seasonally adjusted index for this miscellaneous group of shops, at 114, was a point above the high figure for December. The effect of the bad weather last year on the sales by these shops was mixed, with the result that percentage changes on a year earlier in January this year vary considerably. Jewellers and leather goods, sports goods and toy shops were hit as badly as almost any kind of shop and show very large increases in January this year – 24 per cent in the case of jewellers. Department stores were moderately affected and showed an increase of 12 pr cent in January against 8 per cent in December. Sales by ironmongers and hardware shops, however, because of heavy sales of paraffin, had exceptionally high sales in January last year and their sales were down by 6 per cent in January this year compared with an increase of 8 per cent in December.

Food shops

The seasonally adjusted index of the value of sales by food shops was 111 compared with 108 in December; the volume index increased from 103 to 105. These whole number figures, however, conceal an increase of about 2½ points in the value of sales and one of about 1½ points in the volume.

Notes:

Kind of Business Statistics

(i) These statistics are based on returns from independent retailers (organizations, other than co-operative societies and general department stores, with one to nine branches), multiple retailers (organizations, other than co-operative societies and general department stores, with 10 or more branches), retail co-operative societies and general department stores.

(ii) For independent retailers, multiple retailers and general department stores the figures are based on the total sales, of all types of goods, by each shop and therefore represent the trend of sales in specified kinds of business. Co-operative societies report their sales on a departmental basis and a department's sales are assigned to the most closely corresponding kind of business heading. A single figure is returned for the departments selling durable goods and ironmongery and hardware and this figure is included in the total for durable goods shops.

(iii) Multiple retailers and co-operative societies report sales for all branches open in the sales period, so that, in respect of these two forms of organizations, the statistics take account of changes in the number of shops, e.g., the opening of new shops or the closing or disposal of existing shops. In the case of independent retailers and general department stores, however, sales are generally reported for individual establishments and no reliable measure of changes in the number of shops is available on the basis of which an adjustment might be made.

(iv) A description of the series, based on 1961=100, was given in the *Board of Trade Journal* of May 10, 1963.

Footnotes to Tables:

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by January 1964 sales was the four weeks from December 29, 1963, to January 25, 1964, the corresponding period in 1963 was from December 30, 1962, to January 26, 1963. As the figures are based on the value of sales, they are affected by price movements including changes in purchase tax.

(b) Includes figures for variety and other general stores which are not published separately.

(c) These descriptions are based on 1957 turnover groupings. Large denotes shops with sales of £100,000 and over in 1957. Medium denotes shops with sales of £15,000 and under £100,000 in 1957. Small denotes shops with sales of under £15,000 in 1957.

(d) These index numbers do not allow for chemists' receipts under the National Health Service, which are as far as possible excluded by contributors in their returns.

(e) Includes radio and electrical goods shops and radio and cycle shops, cycle shops, perambulator shops.

(f) See Note (ii) above.

(g) Including the bakery departments of co-operative societies.

(h) Excluding the bakery departments of co-operative societies, which are included in the estimate for grocers.

Assets and liabilities of hire purchase finance companies

HIRE PURCHASE, credit sale and other instalment debt owed to finance companies at the end of December 1963 amounted to £659 million or over 80 per cent of the total value of the selected assets reported in the quarterly inquiry into assets and liabilities of hire purchase finance companies. Of the total, £614 million represented direct debt, while the balance of £45 million was accounted for by amounts owing from retailers under block discounting arrangements, as mentioned in the article on 'Hire-purchase business in December,' published in the *Board of Trade Journal* of February 7, 1964 (page 279). Other advances and loans totalled £77 million, a rise of £10 million compared with the end of September and of £19 million compared with a year earlier.

Sources of finance included deposits of £390 million, other borrowing of around £100 million, bills discounted with United Kingdom banks, etc. of £62 million and capital and reserves of £151 million. Among the depositors, United Kingdom non-financial companies accounted for £175 million, while United Kingdom banks provided £71 million on deposit and a further £85 million net, (i.e. after deducting finance companies' cash and balances with the banks) in other forms of lending. Deposits by overseas residents continued the slow decline recorded in previous inquiries and totalled £72 million at the end of December 1963, against £86 million a year earlier.

There was little change during the fourth quarter in either the totals of the assets and liabilities shown in the table or in their composition. Finance house business, closely connected with the car market, is usually quieter in this quarter. In 1963, however, the strong and rising demand for cars kept business at a high level.

Selected assets and liabilities of finance companies

£ million

Selected assets	Holdings at				
	Dec. 31, 1962	Mar. 31, 1963	June 30, 1963	Sept. 30, 1963	Dec. 31, 1963
Assets with United Kingdom financial institutions other than banks	1	—	4	15	9
Trade investments and investments in unconsolidated subsidiaries	27	26	29	31	32
Other securities	17	9	14	22	19
Hire-purchase, credit sale and other instalment credit outstanding (1)	622	613	640	658	659
Other advances and loans	58	63	63	67	77
Total of Selected Assets	725	711	750	793	796
Selected liabilities					
Bills discounted with United Kingdom banks and discount houses	65	59	68	58	62
Deposits by:					
(a) United Kingdom banks	49	52	69	67	71
(b) Other United Kingdom financial institutions	40	40	39	33	30
(c) United Kingdom non-financial companies	128	122	144	174	175
(d) Other United Kingdom residents	34	36	38	40	42
(e) Overseas residents	86	82	79	77	72
Total deposits	337	332	369	391	390
Other borrowing:					
(a) United Kingdom banks (net) (2)	82	85	81	82	85
(b) Other United Kingdom financial institutions	8	7	7	6	6
(c) United Kingdom non-financial companies	1	1	1	1	1
(d) Other United Kingdom residents	6	6	7	7	8
(e) Overseas residents	1	—	1	1	1
Total other borrowing	98	99	97	97	101
Unearned finance charges	64	64	68	70	71
Issued capital and reserves (3)	142	142	142	151	151
Total of Selected Liabilities	706	696	744	767	775

(1) Including agreements block discounted with finance houses by retailers.
(2) Cash and balances with United Kingdom banks have been deducted from this item.
(3) As shown on each company's last balance sheet.
— indicates less than £0·5 million.

Hire purchase business in January

SALES on hire purchase and other instalment credit terms by household goods shops and new credit extended by hire purchase finance houses both appear to have been maintained in January at around the improved levels which have prevailed since the autumn, after allowing as far as possible for normal seasonal influences and some month-to-month irregularity in the figures.

Total debt outstanding rose slightly during the month to a total of £957 million.

Household goods shops

Sales on hire purchase and other instalment credit terms by household goods shops normally show a fairly sharp decline in January, compared with December and the autumn months, under the influence of seasonal factors. Allowing for this, sales in January appear to have been about in line with recent months.

Compared with a year earlier, sales in January were up by about one-eighth, against a rise of only 5 per cent in December, but business in the early part of last year was depressed by the exceptionally severe weather. Compared with two years earlier both December and January sales showed similar increases – of around 15 per cent – with the sales of the hardware, radio, electrical, etc., group of shops up by over one-fifth and those of the furniture and furnishing group in the region of one-tenth in both months.

Instalments outstanding to household goods shops as a whole, at £339 million, were, at the end of January, about the same as a month earlier.

Finance houses

New credit extended by hire purchase finance houses rebounded sharply in January from the seasonally low figure recorded for December. Allowing as far as possible for the effect of normal seasonal movements, January business appears to have maintained the higher level established in the autumn. Comparison with January last year is distorted by the depressing effect of the very severe weather then prevailing. Compared with two years ago, January new business was up by a good two-fifths, compared with the rise of about one-third shown in December. The value of credit extended for new cars was approaching double the January 1962 figure, while for used cars the increase was about 50 per cent.

Total direct debt owing to finance houses on instalment credit transactions advanced, against the normal seasonal pattern, to £618 million at the end of January, £4 million more than a month earlier. Amounts owing from retailers under block discounting arrangements were unchanged at £45 million.

Debt

Table 1—Estimates of hire purchase and other credit instalments outstanding

END OF PERIOD — £ million

	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Owed directly to household goods shops	1962	304	301	296	293	292	294	295	297	300	304	308	318
	1963	316	313	311	308	311	313	315	319	323	324	329	340
	1964	339											
Owed directly to finance houses	1962	606	598	592	590	593	593	597	593	590	583	575	569
	1963	562	559	563	573	584	593	603	608	611	615	618	614
	1964	618											
Total of above	1962	910	899	888	883	885	887	892	890	890	887	883	887
	1963	878	872	874	881	895	906	918	927	934	939	947	954
	1964	957											

Table 2—Hire purchase and other instalment credit extended and repaid

£ million

Period	New Credit Extended: For household goods	For other durable goods	Total	Repayments	Change in Debt
1958	292	363	655	547	+108
1959	394	523	917	624	+293
1960	301	519	820	734	+ 86
1961	283	515	798	806	— 8
1962	301	437	738	778	— 40
1963	318	500	818	751	+ 67
1960 1st quarter	87	152	239	179	+ 60
2nd quarter	73	156	229	182	+ 47
3rd quarter	64	117	181	185	— 4
4th quarter	77	94	171	188	— 17
1961 1st quarter	64	136	200	201	— 1
2nd quarter	69	164	233	210	+ 23
3rd quarter	72	126	198	202	— 4
4th quarter	78	89	167	193	— 26
1962 1st quarter	63	104	167	206	— 39
2nd quarter	69	128	197	198	— 1
3rd quarter	79	114	193	190	+ 3
4th quarter	90	91	181	184	— 3
1963 1st quarter	66	102	168	181	— 13
2nd quarter	74	146	220	188	+ 32
3rd quarter	83	133	216	188	+ 28
4th quarter	95	119	214	194	+ 20

Notes on statistics

The statistics in this article are derived from monthly returns made to the Board of Trade by two types of contributor – household goods shops and finance houses. The household goods shops give the value of the goods sold on credit. Covered in this full credit price would be the full cash price, including the down payment, and, where the credit is provided by the shop, any credit charges. From these figures the index numbers of credit sales per week given in Table 3 are derived. These figures include all goods sold on instalment credit terms by the retailers concerned, whether they themselves finance the credit extended or whether this is financed by another organization, for example, a finance house. The contributors comprise electricity and gas showrooms, co-operative societies, department stores and multiple and independent retailers. Clothing shops, mail order houses and credit traders calling on customers for orders are not included.

The contributing finance houses, on the other hand, send in figures of the value of new credit extended, including credit charges, during the month. Down payments on the articles are not included. These figures form the basis of Table 4. In so far as goods sold by the household goods shops, whose credit sales comprise Table 3, are financed by direct agreements made between a finance house and the buyer, the new credit extended would also figure in Table 4, as well as being part of the value of sales covered by Table 3.

Both types of contributor also return monthly totals of instalments outstanding to them at the end of each period. These figures

are brought together in Table I. The estimates of debt owed direct to household goods shops relate to agreements entered into between customers and retailers. These estimates include the amounts outstanding on agreements which are subsequently discounted by finance houses. The debt outstanding on agreements made direct between finance houses and retail customers is, however, excluded from the debt owed to shops and included in the total of instalments owed to finance houses. This total does not include the amounts which have been discounted with finance houses. Included with finance houses are some manufacturers who finance credit sales of their own products.

Table 2 gives total credit transactions of finance houses and household goods shops combined. For further details see Economic Trends No. 95, September 1961. The figures were revised in the *Board of Trade Journal* of August 17, 1962, in the light of more comprehensive information about deposits on household goods derived from the Family Expenditure Surveys.

The repayment figures are derived from the new business and change in debt outstanding reported by contributors and thus necessarily include sums written off as irrecoverable and lump sum settlements of outstanding balances in addition to normal weekly, monthly or other periodical instalments.

Tables 1, 3 and 4 are based upon estimates derived from the Census of Distribution for 1957. The results of the 1961 Census of

New business of household goods shops

Table 3—Index numbers of value of goods sold on hire purchase and other instalment credit per week

Average of 1957 = 100

	Year	Jan.	Feb.	March (a)	April	May	June (a)	July	Aug.	Sept. (a)	Oct.	Nov.	Dec. (a)
FURNITURE AND FURNISHINGS SHOPS: Total (multiple and independent retailers, co-operative societies)	1962	98	96	94	100	105	104	115	108	113	124	131	140
	1963	93	87	94	105	114	102	121	110	122	128	140	148
	1964	106											
of which: Multiple retailers (b)	1962	103	100	94	102	106	114	126	115	118	131	139	151
	1963	101	96	98	114	120	115	132	117	130	140	147	161
	1964	112											
Independent retailers	1962	89	90	89	93	97	89	97	92	99	108	113	122
	1963	81	75	85	93	100	84	100	95	103	109	122	127
	1964	93											
HARDWARE, RADIO, ELECTRICAL GOODS, CYCLE AND PERAMBULATOR SHOPS: Total (multiple and independent retailers, co-operative societies, gas and electricity showrooms)	1962	89	89	93	88	98	116	118	112	116	120	127	136
	1963	97	97	102	96	112	119	118	118	128	129	135	140
	1964	108											
of which (multiple and independent): Radio and electrical goods, cycle and perambulator shops	1962	68	61	60	62	66	78	79	78	75	82	86	106
	1963	71	67	67	66	73	74	79	82	78	78	82	101
	1964	75											
DEPARTMENT STORES: Household goods departments	1962	142	114	111	117	120	121	148	122	134	153	160	155
	1963	138	109	111	116	129	112	155	119	134	158	172	162
	1964	152											
TOTAL, HOUSEHOLD GOODS SHOPS	1962	97	94	94	95	103	111	119	111	116	124	131	139
	1963	98	93	99	101	114	111	122	114	126	131	140	145
	1964	110											

(a) Average of five weeks.
(b) Multiple retailers are defined as those having ten or more branches.

New business of finance houses

Table 4—Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month

Monthly average 1957 = 100

	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Private cars – new	1962	124	145	168	169	238	201	199	145	137	158	148	102
	1963	159	161	245	270	314	255	274	204	201	235	208	146
	1964	242											
Private cars – used	1962	96	121	134	138	179	162	169	152	126	133	111	78
	1963	81	104	151	168	188	160	181	162	149	163	141	112
	1964	147											
Commercial motor vehicles – new and used	1962	155	157	171	157	185	161	160	130	127	143	136	94
	1963	122	123	160	168	188	155	169	140	139	171	162	135
	1964	177											
Motor cycles, side-cars, power assisted cycles – new and used	1962	43	64	78	82	106	95	96	82	68	66	51	33
	1963	30	40	72	87	102	88	97	94	73	71	57	40
	1964	47											
Caravans – new and used	1962	95	127	172	175	222	205	217	198	160	153	115	76
	1963	74	98	178	242	235	216	231	209	177	173	136	93
	1964	112											
Farm equipment and tractors	1962	93	105	143	110	112	116	141	151	139	153	126	75
	1963	90	86	134	139	143	119	162	179	170	166	153	114
	1964	155											
Industrial and building plant and equipment	1962	254	300	337	266	302	254	286	212	216	235	209	181
	1963	233	217	312	295	329	276	339	260	264	313	312	263
	1964	366											
Household goods (a)	1962	118	98	90	88	110	105	120	115	107	120	117	110
	1963	128	96	108	107	124	105	120	120	118	133	127	128
	1964	148											
All goods (including goods not shown above)	1962	121	133	147	142	179	160	168	143	127	140	126	94
	1963	115	116	164	177	201	169	189	162	154	175	157	129
	1964	174											

(a) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.

NOTES ON HP STATISTICS continued

Distribution show that many cycle and radio shops are now classed as radio shops owing to a shift in the balance of their sales. Consequently, the category 'cycle shops, cycle and radio shops, perambulator shops,' which was distinguished in Table 3 up to December 1962, is now combined with the radio and electrical goods shops pending the examination of the current kind of business of contributors which will be part of the re-basing of these monthly statistics on the Census for 1961.

The estimates in £'s million of goods sold on hire purchase and other instalment credit during 1957, on which Table 3 is based, are: furniture and furnishings shops, 138·32; of which multiple retailers, 58·76 and independent retailers, 59·80; hardware, radio and electrical goods shops, electricity and gas showrooms, cycle and perambulator shops, 153·92; of which radio and electrical goods, cycle and perambulator shops, 98·80; department stores (household goods departments), 22·36. Total, household goods shops, 314·60.

The estimates in £'s million of the amount of new hire purchase and other instalment credit extended in 1957 by finance houses, on which Table 4 is based, are: private cars (new), 55·96 and (used), 122·36; commercial motor vehicles, 46·25; motor cycles, etc., 32·33; caravans, 7·03; farm equipment and tractors, 7·53; industrial and building plant and equipment, 17·02; household goods (including pedal cycles), 49·01; and all goods, 350·57.

Bank rate increased

An increase in the Bank rate from 4 to 5 per cent was announced on February 27.

Overdrafts of the nationalized industries

H.M. TREASURY announced on February 27, that the total bank overdrafts of the nationalized industries at February 19, 1964, were £86.7 million, of which £78.1 million was from the clearing banks and £8.6 million from the Scottish banks.

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950 OFFICES . CONSOLIDATED ASSETS EXCEED £450,000,000

New companies registered in January

BELOW ARE details of new companies registered in Great Britain during January 1964 showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Public Companies	Private Companies	Total
Under £1,000		2,564	2,564
£1,000 and under £10,000		1,204	1,204
£10,000 and under £50,000		240	240
£50,000 and under £100,000		14	14
£100,000 and under £1,000,000		13	13
£1,000,000 and above		—	—
Total number		4,035	4,035
Total amount of nominal Capital	'000's £	'000's £9,654	'000's £9,654

Companies Registered in Great Britain in 1963-1964

	1963		1964	
	Number	Nominal Capital £'000's	Number	Nominal Capital £'000's
January	3,178	8,336	4,035	9,654
February	3,250	6,766		
March	3,927	10,470		
April	3,698	8,253		
May	3,642	8,459		
June	2,995	7,182		
July	3,722	9,133		
August	3,089	8,481		
September	3,159	7,313		
October	3,886	10,098		
November	3,516	7,501		
December	3,641	13,466		
Total	41,683	105,458		

Production of man-made fibres

PRODUCTION of man-made fibres continued buoyant in January and reached a record level of 69·7 million lb., 4 per cent more than the high level recorded in December 1963, and 21 per cent more than in January 1963. Within the total, output of continuous filament yarn was 25 per cent more and output of staple fibre 17 per cent more.

(Million lb. 'delivered by weight' basis)

	Continuous filament yarn (singles)	Staple fibre	Total
1960 (quarterly average)	67·2	80·8	148·0
1961 (quarterly average)	65·5	76·4	141·9
1962 (quarterly average)	72·7	84·1	156·8
1963 (quarterly average)	82·6	97·2	179·8
1962 3rd quarter	71·0	79·1	150·1
4th quarter	78·7	94·7	173·3
1963 3rd quarter	80·5	90·9	171·4
4th quarter	90·5	107·2	197·7
1962 December	26·2	32·3	58·4
1963 January	26·0	31·8	57·7
1963 December	30·1	37·0	67·1
1964 January	32·5	37·2	69·7

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THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from H.M. Stationery Office, P.O. Box 569, London, S.E.1:

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The text of the pamphlet referred to on page 491 is published below

What standard grants and free depreciation can mean to you

Do you know ?

(i) 73 per cent of the cost of qualifying plant and machinery installed can be recovered within two years; in the first year 60 per cent can be recovered;

(ii) 71 per cent of the cost of the building can be recovered over the life of the asset; in the first year 34 per cent can be recovered;

(iii) if the aggregate of Standard Grants and tax allowances, which a project located within a development district can receive, is discounted at 10 per cent and compared with the tax allowances only (discounted at the same rate) which would be received by a similar project located elsewhere, *the advantage in favour of a development district is 25 per cent for plant and machinery investment and nearly 55 per cent for building investment;* and

(iv) a new business established in a development district, which has not yet become profitable, need not pay any taxation until the entire investment in qualifying plant and machinery, plus the 30 per cent investment allowance, has been written off.

The value of the benefit to each project is, of course, dependent on how the total investment is divided between plant, buildings, and working capital, and on the return which the company expects to receive on its capital. The assumptions on which the statements in (i) to (iii) above have been made will not apply in every case. But you will be able to work out from the following pages how your own project can benefit.

The value of standard grants and free depreciation to companies

The Government offer substantial financial and fiscal inducements to industry to set up new projects, or to expand existing undertakings in the development districts of Britain in order to create additional employment in these areas. These inducements include loans, grants and favourable terms for renting Government-owned factories, and a taxation concession known as 'free depreciation'.

The full range of the inducements is set out in two Government publications. 'Expanding Industry', issued by the Board of Trade, explains the assistance available under the Local Employment Acts 1960 and 1963. The leaflet 'Income Tax Allowances for Capital Expenditure on Machinery or Plant' (No. 430 (1963)), issued by the Board of Inland Revenue, explains the scheme for Free Depreciation.

The purpose of this present pamphlet is to help businessmen to understand how the *Standard Grants* and *Free Depreciation* scheme work out in practice and how they combine to make a significant contribution towards meeting the cost of investing in a new project, or expansion, in the development districts. Briefly, these inducements are:

(i) under the *Local Employment Acts 1960 and 1963* the Board of Trade can make Standard Grants of 25 per cent of the cost of erecting a new building or extending or adapting an existing building, and 10 per cent of the cost of acquiring and installing plant and machinery in an industrial undertaking; and

(ii) under the *Finance Act* 1963 an industrialist can take advantage of the scheme for Free Depreciation and write-off his capital expenditure on qualifying plant and machinery at whatever rate he chooses.

In the case of the Standard Grants the benefit is obvious; they help the businessman to finance his investment. Free Depreciation has the same result; it allows the businessman to write off qualifying investment as quickly as he wishes so that, although the total taxation allowances available are no greater than would otherwise have been the case, they can be taken earlier and thus have a higher cash value. In other words, Free Depreciation means that the businessman can choose to pay less income tax and profits tax in the years immediately after his investment thus retaining a larger part of his profits in the business; he can use this to reduce the amounts he has to borrow to finance the investment and, in consequence, the financing charges he has to meet. The benefits which industrial undertakings in development districts gain from Standard Grants and Free Depreciation are illustrated* in the following examples:

Recovery of Cost of Plant and Machinery

Approximately 73 per cent of the total cost of items of plant and machinery installed in a development district is recoverable by way of grants and tax savings. If an existing undertaking, wherever situated, is earning taxable profits sufficient to enable it to take full advantage of the Free Depreciation provisions at the earliest permissible date the whole of this 73 per cent recovery is effected within about two years following the year of installation and about 60 per cent within one year, as follows:

	%	%
Year 0 (Year of installation)		
Year 1 *Grants*		
Standard Grants of 10% of cost of Acquisition and Installation . .	10·0	
Tax Savings		
Investment Allowance, 30% of 90% (100% less Standard Grant 10%) at 10s. 9d. in the £ (Income Tax 7s. 9d., Profits Tax 15%)	14·5	
Free Depreciation 100% of 90% at Standard Rate of Income Tax of 7s. 9d.	34·9	59·4
Year 2 *Tax Savings*		
Free Depreciation 100% of 90% against Profits Tax of 15%		13·5
Total Recovery		72·9
Borne by Proprietors		27·1
		100·0%

Note: Grants are payable on furnishing the Board of Trade with evidence of the expenditure; for the purpose of these calculations they are treated as being received in Year 1, but they may be received earlier.

Recovery of Cost of Buildings

Approximately 71 per cent of the total cost of erecting or adapting buildings in development districts is recoverable. If an existing undertaking, wherever situated, is earning taxable profits sufficient to enable

ASSISTANCE FOR THE DEVELOPMENT DISTRICTS

The Board of Trade have published a new version of their booklet 'Expanding Industry' which describes the various forms of assistance available under the Local Employment Acts for projects which create employment in the development districts.

The Board of Trade's recent publication 'Room to Expand' gives a comprehensive description of the advantages for industrialists and others of setting up in these districts. The revised booklet 'Expanding Industry' describes in detail the different types of assistance for which industrialists and others can qualify – factories, grants and loans – and how to apply for them. Copies of both booklets are available free of charge at the Board of Trade Distribution of Industry and Regional Division, 1 Victoria Street, London, S.W.1, and at the Board of Trade Regional Offices throughout the country.

it to take full advantage of taxation allowances at the earliest permissible date, of this 71 per cent about 34 per cent is recoverable in the first year following the year of erection, as follows:

		%	%
Year 0	(Year of erection, etc.)		
Year 1	*Grants*		
	Standard Grant of 25%	25·0	
	Tax Savings		
	Investment Allowance 15% of 75% (100% less Standard Grant 25%) at 10s. 9d. in the £ (Income Tax 7s. 9d., Profits Tax 15%)	6·0	
	Initial Allowance 5% plus Annual Allowance 4% = 9% of 75% at Standard Rate of Income Tax of 7s. 9d.	2·6	33·6
Year 2	*Tax Savings*		
	Initial Allowance 5% plus Annual Allowance 4% = 9% of 75% against Profits Tax of 15%.	1·0	
	Annual Allowance of 4% of 75% at Standard Rate of Income Tax of 7s. 9d.	1·2	2·2
Subsequent Years	*Tax Savings*		
	Annual Allowances of 4%, totalling 91% of 75%, against Profits Tax of 15%	10·2	
	Annual Allowances of 4%, totalling 87% of 75% at Standard Rate of Income Tax of 7s. 9d.	25·3	35·5
	Total Recovery		71·3
	Borne by Proprietors		28·7
			100·0%

Note: Grants are payable by instalments on furnishing the Board of Trade with evidence of the expenditure; for the purpose of these calculations they are treated as being received in Year 1, but they may be received earlier.

*The timing of the recoveries by way of tax savings, as adopted in these examples, is thought to be typical, but the exact timing will be affected by the terminal date of the financial year adopted by the undertaking for accounting purposes.

Application of Benefits to Typical Projects

The following illustrations show the amounts which would be recovered by the proprietors, by way of Standard Grants and tax savings, of the expenditure on two typical projects, in one of which the building is being purchased and in the other rented. In the examples the proportions of the total cost of the project borne by the proprietors are 40 per cent and 45 per cent, respectively, but the proportions would vary according to the relationship between the expenditure on buildings, plant and machinery and working capital. Because in the examples allowance has been made for working capital, the proportions of the total cost of the project ultimately borne by the proprietors is greater for the whole project than for either the plant and machinery, or the buildings, taken separately.

For the purpose of these examples it has been assumed:

(i) that the projects are industrial schemes, that all the buildings and plant are eligible for Standard Grants and that all the plant qualifies for Free Depreciation (in practice some part would probably be movable plant which would not qualify);

(ii) that sufficient profits are being earned from an existing undertaking, wherever situated, to enable full advantage of tax allowances to be taken at the earliest permissible date.

EXAMPLE I

Project A – Where a new building is being acquired:

		£
Capital Cost (incurred in Year 0)		
Building		100,000
Plant and machinery		150,000
Working Capital		50,000
	Total	£300,000

		Grants and Tax Savings £	£
Year 0			
Year 1	*Grants*		
	Building 25% of £100,000	25,000	
	Plant 10% of £150,000	15,000	40,000
	Tax Savings		
	Building	8,600	
	Plant	74,100	82,700
			122,700
Year 2	*Tax Savings*		
	Building	2,200	
	Plant	20,250	22,450
Subsequent Years	*Tax Savings*		
	Building	35,500	
	Plant	—	35,500
	Total Recoveries		£180,650

Percentage of Total Cost borne by Proprietors 40%.

EXAMPLE II

Project B – Where a building in being rented:

		£
Capital Cost (incurred in Year 0)		
Plant and Machinery		150,000
Working Capital		50,000
	Total	£200,000

		Grants and Tax Savings £
Year 0		—
Year 1	*Grants*	
	Plant 10% of £150,000	15,000
	Tax Savings	
	Plant	74,100
		89,100
Year 2	*Tax Savings*	
	Plant	20,250
Subsequent Years	*Tax Savings*	
	Plant	—
	Total Recoveries	£109,350

Percentage of Total Cost borne by Proprietors 45%.

The calculations in *both* examples relate to the existing business which is already making profits against which taxation capital allowances can be set. But even the new business which has not yet become

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profitable can claim the benefit of the Standard Grants and it has, moreover, the assurance that, as the Chancellor of the Exchequer explained in his 1963 Budget Speech, it need not pay a penny piece of taxation until it has written off its entire investment in new plant and machinery plus the 30 per cent investment allowance. This is a formidable incentive to investment in development districts.

Comparison of Recoveries in Development Districts and Elsewhere

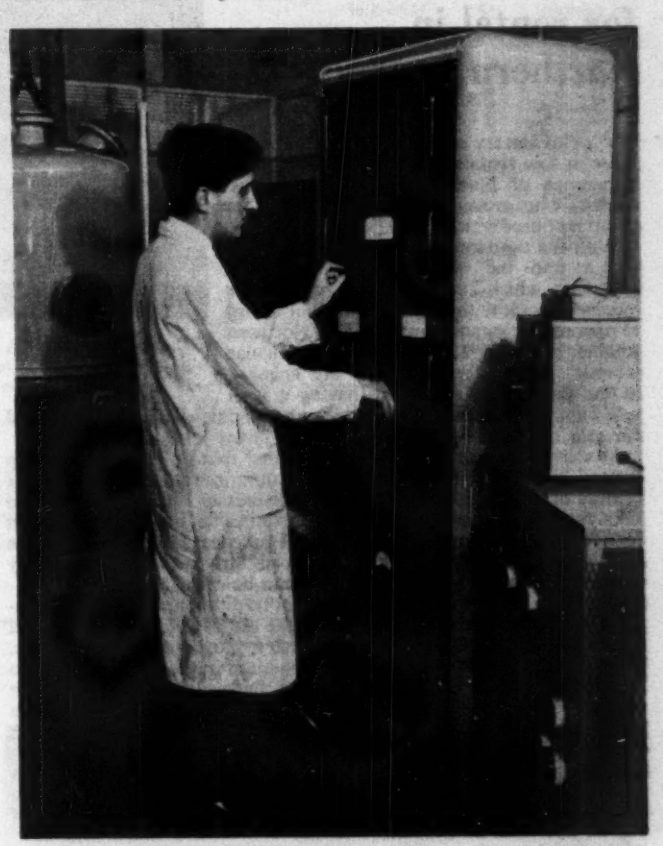
Although the total tax allowances obtainable for a project situated in a development district are no greater than would be obtained if the project were situated elsewhere, they can, as explained previously, be taken earlier and thus have a higher cash value. The value of the benefits to undertakings in development districts arising from Free Depreciation and Standard Grants may be assessed by comparing their contribution to the annual cash flow of the undertaking with that which would normally be received from taxation allowances by a similar undertaking situated elsewhere in Great Britain. In the illustration below, the figures relate to an investment of £100 in plant and machinery which is retained for 10 years and then scrapped. In order to evaluate the difference in the timing of the recoveries it is necessary to discount them to their present values. The appropriate rate of interest for this purpose will vary according to circumstances and is to some extent a matter of opinion, but in the illustration alternatives are shown with discounting at 10 per cent and 6 per cent per annum, respectively. The rate of annual allowance for tax purposes has been taken as 20 per cent on the reducing balance (if the rate were only 15 per cent, the advantage to the development district project would be greater).

	Development District			*Elsewhere in Great Britain*		
	Cash Flow from					
	Grants and Tax Savings Discounted at			*Tax Savings Discounted at*		
Year	*Actual* £	10% £	6% £	*Actual* £	10% £	6% £
0 (Year of installation)	—	—	—	—	—	—
1	59	53·6	55·6	28	25·5	26·4
2	14	11·6	12·5	10	8·3	8·9
3				6	4·5	5·0
4				5	3·4	4·0
5				4	2·5	3·0
6				3	1·7	2·1
7				3	1·5	2·0
8				2	·9	1·3
9				2	·8	1·2
10				7	2·7	3·9
Total	£73	£65·2	£68·1	£70	£51·8	£57·8

The discounted value of the recoveries is thus greater by 25·9 per cent at 10 per cent or 17·8 per cent at 6 per cent if the project is in a development district than if it is elsewhere in Great Britain.

A corresponding calculation for a building shows that, on the basis of annual tax allowances of 4 per cent of original cost, and discounting at the alternative rates of 10 per cent and 6 per cent per annum, the present value of the aggregate grants and tax savings for expenditure of £100 on buildings would be, at 10 per cent, £44 in a development district and £28·5 elsewhere, showing an advantage of 54·7 per cent to the development district project, and, at 6 per cent, £51 in a development district and £36·5 elsewhere, showing an advantage of 39·6 per cent to the development district project.

In the case of en entirely new undertaking, or an existing undertaking where taxable profits are insufficient to enable full advantage to be taken immediately of Free Depreciation, recovery of tax savings will depend upon the rate at which taxable profits are earned, but recoveries could start from Year 1 and, in any event, the full amount of the Standard Grants will be payable on furnishing the Board of Trade with evidence of the expenditure.



A wide research and development programme is undertaken at Welwyn Electric Ltd., who co-operate with a number of Universities and foreign firms in the development of particular projects. The firm, which is a member of the 'Royal Worcester' Group, employs 2,000 people in a 200,000 sq. ft. factory at Bedlington, Northumberland in the manufacture of a wide range of high quality resistors.

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Modern Government-owned factories for rental in Northern Ireland

Government factories in Lisburn. The completed building is 73,000 square feet and the building under construction (in the foreground) will be 90,000 square feet.

THE AVAILABILITY of high quality production space at low rentals is only one of the many attractions of Northern Ireland for industrialists who are considering their need for additional production.

With the availability of abundant trainable labour and the very substantial financial assistance which can be offered, it becomes increasingly clear that industry cannot afford to ignore the opportunities which Northern Ireland presents. The area is of particular interest to manufacturers who are engaged in the production of articles having a high sale value in relation to their size and weight or which are destined for sale in world markets outside the United Kingdom.

Modern transport facilities have ensured that no part of Northern Ireland is more than two and a half hours journey from the major centres of Great Britain and that freight passes between Belfast and such centres as London, Birmingham, Newcastle and Glasgow within forty-eight hours as a matter of normal practice. For firms which can take advantage of the highly developed 'drive on-drive off' ferry services, the time for transit of goods can be cut substantially.

Northern Ireland has a long industrial tradition and heavy expenditure on basic services (£140,000,000 in the last five years) has created a modern go-ahead setting for new industry, judged on any standards.

The free depreciation concession introduced in the 1963 Budget also applies to Northern Ireland and it has particular advantages when taken together with the high rate (33⅓ per cent) of capital grant on machinery and equipment. Suppose a machine costs £1,000 and can earn £100 a year; the 'present cost', after discounting the value of future tax benefits, would be £430 if the machine was installed in London, on which the profit of £100 a year is equivalent to about 23 per cent of the net investment. In Northern Ireland, after receiving the benefit of capital grant and the immediate benefit of tax reliefs, the 'present cost' of the machine would be about £260, on which the profit of £100 is equivalent to 39 per cent. In Northern Ireland, 15 per cent more can be earned on the investment. A further attraction is that industrial derating has been retained in Northern Ireland at 75 per cent, so that the bill for rates is unlikely to exceed 2d. per square foot per annum.

The Northern Ireland Ministry of Commerce has already provided eight million square feet of factory space and has on hand a programme of two million square feet and has, therefore, wide experience in meeting the requirements of industrialists. The 'advance' factories are of excellent design and built to a high standard of construction, with wide span roofs. The absence of stanchions and floor clutter lends itself to the setting up of flow production in almost all directions on the factory floor, which will accept loading of one ton to the square yard without any special machine bases being necessary. Height varies from 12 feet to 17 feet, according to the floor area, and all services are installed. The sites will permit of at least 100 per cent expansion and are located in areas of labour surplus. Twenty-one year leases with an option to renew are offered to suitable industries – those affording a reasonable high proportion of male employment – against current rentals which may be as low as 1s. 9d. per square foot per annum. The Ministry of Commerce is also prepared to build standard factories on sites chosen by the industrialist; variations on the standard design can be considered, and the Ministry may also be able to build a factory to the manufacturers' specification.

Such buildings, complete as they are with office, canteen, storage, welfare and other ancillary accommodation, could be a haven of refuge to a harassed industrialist endeavouring to manufacture to definite delivery dates in crowded, out-of-date buildings and struggling with the difficulty of maintaining an adequate labour force. To such men, the conditions which exist in Northern Ireland's new industry, the numbers of bright young men and women anxious to obtain employment, eager to acquire a craft or a trade and determined to retain that employment, are something of a revelation. They have been a constant matter for comment by those who have 'braved the vicissitudes' of the flight of an hour or so from London to Belfast – which compares reasonably enough with the two-hour dash from a London office to, for instance, Brighton – and have come to see for themselves what opportunities await them in Northern Ireland.

Rents for the following factories which are based on current market values range from 1s. 9d. to 2s. 6d. Those marked with an asterisk are available now.

	Total Area	Height to truss	Distance From Belfast	Distance From Airport
*Portrush	7,000	12′ 6″	44	48
*Armagh	18,000	13′ 6″	37	30
Kilkeel	18,000	15′	44	59
Magherafelt	18,000	15′	35	22
*Downpatrick	19,870	12′ 6″	22	37
*Larne (near Larne Port)	70,000	16′	21	22
Newtownbreda	70,000	16′	5	20
*Dundonald	75,000	17′	6	21
Dunmurry Factory Estate (near Belfast)				
*No. 8	19,690	12′	6	14
No. 6	30,000	12′ 6″	6	14
*No. 3-4	52,000	16′	6	14
Castlereagh Factory Estate (Belfast)				
Factory No. 7	52,000	16′	3	18
*Factory A	114,000	17′	3	18
Monkstown Factory Estate (near Belfast):				
*No. 1	70,000	16′	5	9

Inquiries should be addressed to the Ministry of Commerce, Chichester House, Belfast 1 (Belfast 28271) or to the Ulster Office, Northern Ireland Government, 13 Lower Regent Street, London, S.W.1. (Whitehall 0651).

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, February 28, 1964.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered in the Name of	Maker's Name	Registered No.	Playing Time Minutes	Date of Registration
BRITISH					
Strictly for the Birds	Rank Film Distributors Ltd.	Independent Artists Ltd.	Br/E 29225	63	February 24
Look at Life Series 20: *Doctor on Call*	" "	Rank Film Distributors Ltd.	Br/E 29226	9	February 24
Pathe Pic Series 469/481: *Pathe Pic No. 480*	Warner Pathe Distributors Ltd.	Associated British Pathe Limited	Br/E 29230	8	February 27
Mining Review No. 7, 17th Year	Data Film Distributors Ltd.	The National Coal Board	Br/E 29232	11	February 27
The Switch	Rank Film Distributors Ltd.	Philip Ridgeway Productions Ltd.	Br/E 29239	69	February 28
Pathe News 64-17	Warner-Pathe Distributors Ltd.	Associated British Pathe Limited	Br/E 29064	9	February 28
Pathe News 64-18	" "	" "	Br/E 29065	8	February 28
Movietone News 1811A	Twentieth Century Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 28999	7	February 28
Movietone News 1812	" "	" "	Br/E 29000	7	February 28
FOREIGN					
The Young Swingers	Twentieth Century Fox Film Co. Ltd.	Associated Producers Inc.	F 29224	70	February 24
Move Over Darling	" "	A Melcher Arcola Production	F 29227	103	February 26
The Young Racers	Warner-Pathe Distributors Ltd.	Alta Vista Productions	F 29228	84	February 26
Atlas	Warner-Pathe Distributors Ltd.	Beacon Productions (Film Group Productions)	F 29229	79	February 26
The Old Guard	Gala Film Distributors Ltd.	Cite-Film F.A.R.L., Paris	F 29233	89	February 27
World in Flames	" "	UFA-International GMBH, Munich	F 29234	98	February 27
Rhapsody in Blood	" "	Suevia Films, Madrid	F 29235	107	February 27
Every Night of the Week	Miracle Films Ltd.	Royal Films, Rome	F 29236	107	February 27
Surf Party	Twentieth Century Fox Film Co. Ltd.	Associated Producers Inc.	F 29237	67	February 27
The Long Ships	Columbia Pictures Corp. Ltd.	Warwick Film Productions Ltd., London, Avala Film, Belgrade	F 29238	125	February 27
From the Earth to the Moon	Rank Film Distributors Ltd.	R.K.O. Radio Pictures	F 29240	100	February 28
Enchanted Island	" "	" "	F 29241	94	February 28

Amendment to the Register:
The playing time of the film 'State Secret' (Br/E 13841) registered on April 26, 1950, has been amended to 8,538 feet (95 minutes).

Corrections to the register:
The registration particulars of the following films have been corrected as shown below:
'Head of a Tyrant' (F 28197) registered on February 13, 1963, has been corrected to show the makers as Vic Films, Rome, and C.E.C., Paris.
'Captain Blood' (F 28448) registered on May 6, 1963, has been corrected to include the additional maker: Da Ma Cinematographica, Rome.
'Drops of Blood' (F 28491) registered on May 29, 1963, has been corrected to show the makers as Wanguard Film, Rome, Faro Film, Paris, and Explorer Film, Paris.
'The Seventh Sword' (F 28811) registered on September 17, 1963, has been corrected to show the makers as Adelphia Comp. Cin., Rome, Francisco Films, Paris, and Ambrosiana Cinematografica, Rome.
'The Fury of Hercules' (F 28608) registered on June 6, 1963, has been corrected to show the makers as Cineproduzioni Associate, Rome, Comptoir Francais du Film, Paris.

Looking ahead

Trade and Growth in Modern Britain

ASPECTS of Britain's economic life are explained in a series of Government broadsheets and posters. Broadsheets 1-9 show the facts behind the need for trade expansion and economic growth. The series ranges farther afield in recent issues:

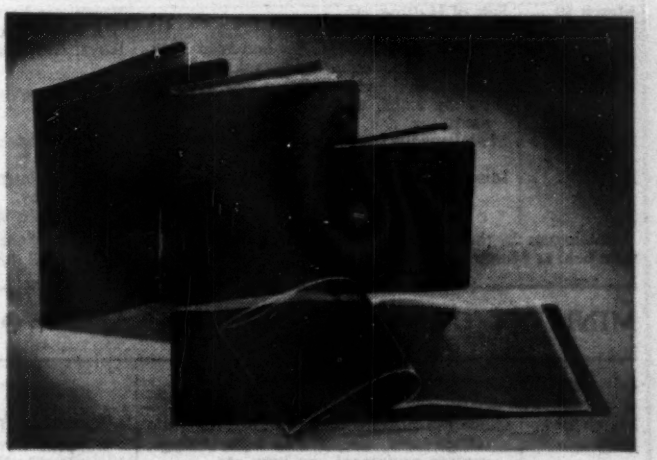
10. *Our Aid Effort* (how we help poorer countries)
11. *Public spending* (how and why money is used)
12. *Trading with Europe* (its importance for us)
13. *Construction* (action to expand the industry)
14. *Regional Measures* (tackling unemployment)
15. *Progress in EFTA* (towards freer trade)

FACTS and figures appear in two posters:

1. 'What we sell abroad'
2. 'Our growing exports'

Further broadsheets are planned. Broadsheets 1-15 and Posters 1 and 2 are available (free) from Circulation Section (H), Central Office of Information, Hercules Road, London, S.E.1

Kleerleaf - PLASTICS



LOOSE LEAF BINDERS (Plastic or Leathercloth) with Post Stud or Ring Metal Fittings.
TRANSPARENT POCKET LEAVES, POCKETS and FOLDERS.

★ CATALOGUE COVERS
★ PASSPORT AND TICKET WALLETS
★ NOTE BOOK CASES
★ MAP CASES
★ TREASURY NOTE CASES
★ MENU HOLDERS
★ BOOK COVERS
★ CONFERENCE WALLETS
★ STATIONERY WALLETS
★ LICENCE HOLDERS
★ QUOTATION FOLDERS
★ BUNCH PATTERN HOLDERS

ADVERTISING GIFTS

OSCOTT PAPER CONVERTERS LTD.
222 STATION RD., KINGS HEATH, BIRMINGHAM 14. Tel. HIGHbury 2291

Government surplus sales by auction

WAR OFFICE

1964	Stores	Location	Auctioneers
March 12 .	Machine tools and miscellaneous stores .	W.D. Storage Depot, Rotherwas, Hereford .	Russell, Baldwin & Bright Ltd. (Dept. L), 20 King Street, Hereford. (Tel.: 4366).
March 19 .	Plant, engineering, electrical and miscellaneous stores, including:	Technical Stores Sub-Depot, Wem, Salop .	Hall, Wateridge & Owen (Dept. L), High Street, Shrewsbury. (Tel.: 2081).

30 Dorman diesel generator sets 62½ kVA, 29 Lister & Paxman generator sets 27½ kVA, 23 Lister generator sets 15 kVA-17 kVA, 200 Petter 8 h.p. petrol engines, petrol engined generator sets 3½ kVA-6 kVA, charging sets, Lister crankshafts, Lister crankcases, Lister radiators, C.A.V. fuel injectors, 105 flat top industrial trailers, 15 cwt. cargo trailers, 37 jointers carts, industrial tractors, four industrial forklift trucks, stacking truck, 20 Holman compressors, petrol engined trailer mounted air compressors, petrol engined and electric tyre inflation plants, paint spraying plants, 27 Reavell petrol engined dry air charging plants, pneumatic drills, picks, concrete breakers and wood borers, 25 Merryweather steam water pumps, semi rotary and centrifugal water pumps, canvas and armoured water hose, water purification plants, wireless reception sets AR88, 1,500 microphone and receivers headgear, electric cable, cable connectors, aerials, switchboards, electric motors, filament lamps, position finders, 2,000 remote control units, pipe grooving and cutting tools, lead acid batteries (6 volt, 12 volt, 24 volt and 80 volt), mine detectors, wire guys, angle iron pickets, machine oil, 3,000 typewriter ribbons, 4,950 wire cutters, web satchels, electric fires, spanners, wheels and tyres. Miscellaneous wireless, pump, pneumatic and engine spares, theodolites, instrument tripods, wooden levels, 250 binoculars, prismatic compasses, directors, 1,300 wrist, stop and pocket watches, drawing and survey instruments, sextants, scout and sighting telescopes, stereoscopes, thermometers, etc.

March 24–25	Miscellaneous stores	Central Ordnance Depot, Bicester, Oxon. .	Midland Marts Ltd., (Dept. L), Market Square, Bicester. (Tel.: 73).
April 9 .	Machine tools and miscellaneous stores .	Technical Stores Depot, Old Dalby, Leics. (*Sale at Melton Mowbray*).	Shouler & Son (Dept. L), 1 Norman Street, Melton Mowbray. (Tel.: 3081).

Catalogues for each sale shown above may be obtained from the appropriate auctioneer 14 days prior to date of sale, price 1s. 0d. (*Postal Orders only*).

SALE BY TENDER . MACHINE TOOLS

Drills: plain, surface, uinversal and cutter grinders; capstan, turret and centre lathes; horizontal, vertical and universal millers; gear tester; and lapping machine.

Location: W.D. Storage Depot, Royal Arsenal, Woolwich, London, S.E.18.

Application for tender forms to: War Office, Directorate of Sales 4 (b) (ii), First Avenue House, High Holborn, London, W.C.1. Tender forms must be returned by 10 a.m., March 25, 1964. Permission to view on presentation of tender forms only.

AIR MINISTRY

1964	Stores	Location	Auctioneers
March 11 .	Miscellaneous stores and equipment . .	No. 16 Maintenance Unit, Royal Air Force, Stafford and RCAF, Langar.	South & Stubbs, 28 Eastgate Street, Stafford. (Tel.: Stafford 2331).

The above sale will include parachute canopies, nylon cord and webbing, parachute fittings, aero engine spares, diesel and petrol M.T. engines and spares, of various manufacture including gear boxes, axles, crankshafts, shock absorbers, magnetos, valves and springs, flame tubes, jet pipe cases, caterpillar track assemblies and spares, ball and roller bearings, 200 gallon water tanks, fire buckets and extinguishers, trolleys, furniture, miscellaneous stores and equipment.

March 19 .	Sale of Hutting, etc.	Royal Air Force Stations, Sturgate, Kelstern & Fulbeck, Lincolnshire.	Drewery & Wheldon, 16 Market Street, Gainsborough, Lincs. (Tel.: 2073).
April 3 .	The sale will include timber and brick huts, underground cable and tanks, railway tracks, floodlights, fencing and concrete paving slabs, and miscellaneous equipment.	Royal Air Force Station, Mepal, Ely, Cambs.	George Comins & Son, 3 Chequer Lane, Ely, Cambs. (Tel.: Ely 2265).
April 23 .	Miscellaneous stores and equipment . .	No. 14 Maintenance Unit, Royal Air Force, Carlisle.	Harrison & Hetherington Ltd., Botchergate, Carlisle. (Tel.: Carlisle 26292).
April 29 .	Miscellaneous stores and equipment . .	No. 7 Maintenance Unit, Royal Air Force, Quedgeley.	Bruton Knowles & Co., Albion Chambers, King Street, Gloucester. (Tel.: Gloucester 21267).

Catalogues for the above sales may be obtained within fourteen days of the advertised dates of the sales on application to the auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*), all other catalogues free.

MINISTRY OF PUBLIC BUILDING AND WORKS

1964	Description of Goods	Location	Auctioneers
March 10 .	Office and miscellaneous furniture, domestic refrigerators, electric and other fittings, canteen equipment, crockery, etc.	Ministry of Public Building and Works, Supplies Division Stores, Shed 10, Site 1, Kidbrooke Park Road, London, S.E.3.	Hollingsworth, 6 Snow Hill, (2nd Floor), Holborn Viaduct, London, E.C.1. (Tel. City 1718).

Catalogues, price 6d., are obtainable direct from the auctioneers. View-days: day preceding the sale and morning of sale.

March 18 .	Office and domestic furniture, refrigerators, lino, engineering and electrical materials.	Ministry of Public Building and Works, Supplies Division Stores, Water Lane, Clifton, York.	Richardson & Trotter, 22 High Petergate, York. (Tel.: York 23135).

Catalogues are obtainable from the auctioneers, price 1s. 0d. View days: Monday and Tuesday, March 16 and 17, and morning of sale.

March 20 .	Office and miscellaneous furniture, plan presses, safes, kitchen equipment, clocks and refrigerators.	Ministry of Public Building and Works Supplies Division Store, Burnett Lane, near Keynsham, Somerset.	Messrs. Stanley Alder & Price, 7 St. Stephens Street, Bristol 1. (Tel.: Bristol 20301).

Catalogues are obtainable from the auctioneers, price 1s. 0d. View day: Thursday, March 19, 1964.

(*Continued on page* 519)

Patents endorsed 'Licences of Right'

UNDER Section 35 of the Patents Act 1949 the undermentioned Patents were endorsed 'Licences of Right' on the dates specified:

NUMBER	GRANTEES	SUBJECT-MATTER
	January 14, 1964	
849,511	Commissariat A l'Energie Atomique	Microporous metal tubes.
850,428	Commissariat A l'Energie Atomique	Arc welding method.
850,627	Commissariat A l'Energie Atomique	Magnetic mass spectrometers.
850,628	Commissariat A l'Energie Atomique	Magnetic mass spectrometers.
853,083	Commissariat A l'Energie Atomique	Device for supporting nuclear reactor moderator.
854,189	Commissariat A l'Energie Atomique	Sealing joints for pipe connectors.
855,203	Commissariat A l'Energie Atomique	Porous metallic membranes.
855,217	Commissariat A l'Energie Atomique	Uranium fluoride.
857,602	Commissariat A l'Energie Atomique	High temperature electrolytic cells.
857,686	Commissariat A l'Energie Atomique	Creating electric discharge induction.
859,672	Commissariat A l'Energie Atomique	Amplitude selecting apparatus.
	January 22, 1964	
749,446	Boots Pure Drug Co. Ltd.	Sulphur containing compounds.
780,520	Boots Pure Drug Co. Ltd.	Sulphur containing compounds.
790,197	Boots Pure Drug Co. Ltd.	Benzyl phenyl sulphides.
790,198	Boots Pure Drug Co. Ltd.	Benzyl phenyl sulphoxides.
790,199	Boots Pure Drug Co. Ltd.	Benzyl phenyl sulphides.
821,954	Glacier Metal Co. Ltd.	Bearings.
846,752	Robinson, T. D.	Preheater for oil burners.
869,384	Glacier Metal Co. Ltd.	Valve guides for poppet valve engines.
902,460	Power Jets (Research & Development) Ltd.	Turbine power plant.
927,522	Soc. des Furges et Ateliers du Creusot	Rectilinear movement device.
	January 30, 1964	
658,639	Hartleys (Stoke-on-Trent) Ltd.	Sewage sampling, etc.
663,214	National Research Development Corporation	Soldering irons.
791,644	Aspro-Nicholas Ltd.	Barbiturate pharmaceutical preparations.
808,269	Aspro-Nicholas Ltd.	Barbiturate pharmaceutical preparations.
829,355	Aspro-Nicholas Ltd.	Barbiturate anaesthetics

Any person who claims that the patentees at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller-General.

The Patent Office.

MINISTRY OF PUBLIC BUILDING AND WORKS, *continued*

SALE BY TENDER: EX MINISTRY OF PUBLIC BUILDING AND WORKS CENTRAL VEHICLE DEPOT, HILTON, NEAR DERBY

The component parts of Vehicle Maintenance Sheds comprising large quantities of structural steelwork, asbestos sheeting, drainage and rainwater piping, etc., nuts and bolts and electrical equipment are to be offered for sale by tender.

Applications for tender documents should be made to Ministry of Public Building and Works, Supplies Division, Disposals Section, Southbridge House, Southwark Bridge Road, London, S.E.1, by not later than March 12, 1963. The goods cannot be viewed until tenderers are in possession of the tender documents.

DISPOSAL OF TEMPORARY HOUSES

Prefabricated temporary houses are expected to become available for dismantling and sale shortly in the London Area and elsewhere.

Successful contractors will be responsible for dismantling and removing the houses.

Further details can be obtained from Controller of Supplies (Disposal), Ministry of Public Building and Works, Southbridge House, Southwark Bridge Road, London, S.E.1.

On instructions from the Herring Industry Board

HERRING REDUCTION FACTORY NO. 3, SOUTH DENES ROAD, GREAT YARMOUTH, NORFOLK

EDWARD RUSHTON SON & KENYON *in conjunction with* **PERCY HOWES & CO.** *are instructed to*

SELL BY TENDER

HERRING MEAL AND OIL PLANTS

(new 1951-2)

(Little used since 1957 when it was put on care and maintenance basis) including briefly two Farramatic plants each 2½ tons per hour comprising feed regulator, elevator, pre-cooker, stone catcher, press, screen and drying cylinders; one plant 5 tons per hour comprising feed regulator, elevator, Stord cooker type SK250, Kampen twin screw press, screen, No. 17 Atritor hot air dryer grinder with oil fired stove, cyclone and fan, also worm conveyors, Labour, Mono, Weir and Girdlestone pumps, Alfa Laval centrifuges, welded herring oil tanks 30 ft. by 9 ft., pneumatic meal conveyor, Miracle mill, Lister elevating sack loader; Danks Lancashire boiler 30 ft. by 9 ft., 120 p.s.i., with chain grate stoker, new 1951; Garrett No. 16 vertical cross tube boiler with Riley auto stoker, etc.

On view from March 16 to April 24, 1964, between 10 a.m. and 4 p.m. excluding Saturdays and Sundays.

For Tender Form and Schedule of Machinery apply:

Edward Rushton Son & Kenyon,
12 York Street, Manchester, 2.
Tel.: CENtral 1937; and
50 Broad Street Avenue, London, E.C.2.
Tel.: LONdon Wall 4601.

or

Percy Howes & Co.,
3 Cathedral Close,
Norwich: NOR 16P.
Tel.: 23288.

Exhibitions and Fairs

Buyers queue at Nuremberg Toy Fair

Some of the buyers queueing at the 'Lone Star' stand.

THE 15TH International Toy Fair which was held in Nuremberg from February 23-28 is an event at which British manufacturers are already established. In fact, there was a record number of 70 exhibitors at this year's Fair. In addition to the main group stand with 17 exhibitors now celebrating its third year at the Fair, a further five United Kingdom manufacturers made their first appearance this year. The firms were Uniray Ltd., Bells Toys Ltd., W. R. Davies (Sharon Lee) Ltd., Fairchild Plastics Ltd., and Scalecraft Ltd. This was also a joint venture between the Board of Trade and the British Toy Manufacturers' Association. The site of their stand, although not ideal because of the difficulties connected with space allocation and the comparatively late hour at which the application for space was made, at least gave them the opportunity of testing the reactions and of booking orders with the 16,500 German and other foreign buyers who are reported to have attended the Fair. The contacts made will no doubt be consolidated when they return next year to a more favourably placed site.

A press conference on the second day of the Fair was attended by H.E. Ambassador in Bonn, Sir Frank Roberts, H.M. Consul-General in Munich, Mr. A. S. Halford, and Mr. A. Katz, of Mettoy Ltd., who subsequently toured the Fair, visiting a number of British exhibitors on their stands. During his address to the press Sir Frank said: 'I believe that I make no false claim when I say that there are no important British manufacturers that do not exhibit at Nuremberg.'

The Nuremberg Toy Fair has expanded considerably since it was made international in 1958. It now covers a total area of 37,000 square metres and has 1,050 exhibitors. Of these some 700 are West German manufacturers, the remainder coming from all parts of the world. The United Kingdom, as has already been mentioned, with over 70 exhibitors, had the strongest foreign contingent, followed by Italy with 68 and France with 43. The Netherlands, the United States and Austria, also had fairly strong contingents with 27, 25 and 24 exhibitors respectively. The strong British participation at the Nuremberg Toy Fair is reflected in the gradual increase of toy exports. During 1963 alone an estimated £12.3 million worth of British toys were exported to all parts of the world. About 10 per cent of these were exported to West Germany alone, an astonishing fact when one considers the position held by the Federal Republic as a toy-producing country.

In fact, the export of British toys to Western Germany has increased 350 per cent since 1958, and we have advanced to a position whereby we supply some 10 per cent of all West German toy imports. Business at this year's Fair gives every indication that this tendency will continue.

Cynat Products Ltd. reported that their export sales were well up this year and similar reports were received from most other exhibitors. Gheysens Ltd., exhibiting their toy sewing machines for the first time, were more than pleased with the number of inquiries they received. On the 'Lone Star' stand (Die Casting Machine Tools Ltd.) the buyers virtually had to queue up to place their orders. It was a point that caused some local Nuremberg eyebrows to be raised when a local newspaper reported that by far more 'Wild West' pistols, holsters and cowboy toys were imported into West Germany from the United Kingdom than they were from the traditional home of such products, the United States.

One United Kingdom exhibitor even received an order for cowboy suits from Kuwait! 'Beatle' products made their first successful appearance at the Fair this year with Messrs. Selcol Products Ltd. Invicta Toys Ltd. and Bell Toys Ltd., all offering a wide selection. Although the 'Beatles' are not yet so well known in Western Germany, there will be no shortage of British-made 'Beatle' products when the storm does finally break.

Rosebud Dolls Ltd. had an interesting new line to offer, a doll with hair that grows! Britains Ltd. and Lesneys Products & Co. Ltd. have both made excellent progress on the German market, and their products are to be seen in toy shops all over the country. The Allan Industries Ltd. 'Fuzzy Felt' series are familiar to most visitors to the Fair as are the painting by number sets manufactured by Uniray Ltd. and Colbeam Palmer Ltd.

It is obviously impossible to mention the success stories of every British exhibitor; a visit to the Fair, however, or a glance at the coverage given to British firms by the German press during the Fair is convincing enough proof of the impact British toy manufacturers have made. The export figures bear this out, and our manufacturers deserve every congratulation for the hand of work they have put into exporting, the benefit of which they are now reaping.

Details of the amendments and additions to the classified lists of Trade Fairs and Exhibitions are to be found on page 523.

'Airlift' to British Fair, Barcelona

IMPORTANT Spanish government officials and businessmen will be 'airlifted' to the British Industrial Fair, Barcelona, April 1-12, by the Export Council for Europe, one of the sponsors of the fair.

The object of the fair is to exhibit in Spain the latest British producer goods, capital equipment and consumer durables which can contribute to Spain's industrialization, as outlined in the Spanish Four-Year Development Plan.

The organization of the 'air lift' during the fair includes provision for a total of about 240 Spanish visitors, both from Government and industry, to be flown to Barcelona as guests of the Council, from all over Spain, on April 2 (Bilbao Day), April 6 (Madrid Day) and April 7 (Madrid and Provinces Day).

Indian tea centre opened

OPENING the Indian Tea Centre at 343/349 Oxford Street, London, W.1, the third of three Centres of the Tea Board of India, on February 28, Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, congratulated the Indian Government on providing Britons with the opportunity of indulging in their famed weakness for tea and commented on the pleasing decor of the Centre.

Quality control at the Swedish Boat Show

By the British Vice-Consul, Commercial

THE FIFTH SWEDISH Boat Show in Gothenburg was opened on February 20 by Captain Hans Hansson, head of the Sea Rescue Society. In his opening speech he stressed the importance of quality and seaworthiness in pleasure boats. A jury consisting of three experts was made responsible to the Fair management for top quality and suitability of all products displayed. This was reflected in the good workmanship generally noticeable in the boats on show in the two main halls. Glass fibre and plastics still dominated, but wood is slowly regaining ground.

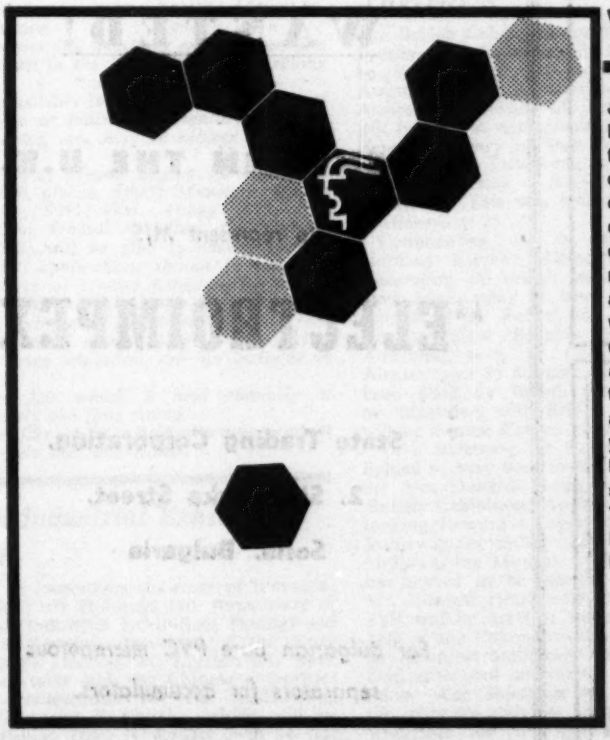
Two things were apparent this year, the prominence of sailing boats and the almost total absence of Continental exhibitors. More than half of the 300 boats shown were sailing boats and in the sea of sails in the largest exhibition hall one could discern about half a dozen British. Much publicity was given to the Hurley 'Alacrity' which was compared with the well-known Swedish folkbat. It is smaller than its wooden Swedish counterpart, but surprisingly roomy and much cheaper. Crowds also gathered round such exhibits as the Honor 505, the Prout Catamaran and Bristol's Enterprise. The 505's have now established a racing class in Sweden. This is an important step towards popularity, as most Swedish yachtsmen wish occasionally to enter a race. Catamarans have also become popular, and several of the inquiries received were from Norwegian visitors. The Enterprise and the Flying Junior were described as 'youngster's boats with a future on this market'.

The Swedish agents seemed very pleased with results, though they could at the time only estimate sales resulting from the Show.

Yachting and boating is not a rich man's hobby in Sweden. With very few exceptions, therefore, exhibits were in the small to medium range, from glass fibre or rubber dinghies fitted with small outboarders to weekend boats. The Marine engines were also prominent at the show, with such famous names as Rolls-Royce and Perkins well to the fore. There were also the usual long, gleaming rows of streamlined Swedish and American outboarders. British electronic equipment attracted much attention, and many familiar English and Scottish names appeared on the stands of leading Swedish ships' chandlers and distributors of yachting equipment. We were told that particular interest is expressed in metal masts, yacht sails

(*Continued on page* 523)

A general view of the largest exhibition hall.



WHAT COULD BE BETTER?

Just imagine how marvellous it would be to go to one place and find all the firms in the world that interest you collected together! What could be more convenient than one single trip to make contacts, inspect new developments and do successful business! This is really no Utopian wish — just travel to Germany and visit the International Hanover Fair where the number of exhibiting firms, comprising major world industrial concerns and smaller manufacturers, exceeds a total of 5,500. Whether you are in administration or production, you will find your counterparts from all over the world here. Visit Germany and enjoy a successful visit to the Hanover Fair 1964! The U. K. representatives of the Hanover Fair will be pleased to give you detailed information.

Schenkers Ltd., Royal London House, 13 Finsbury Square, London, E. C. 2 Telex: 22825 Telephone: METropolitan 9711

Hanover Fair 26th April — 5th May 1964

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British Trade Exhibition at Addis Ababa in November

Ethiopia is one of the most rapidly expanding markets in the world, and British exports have greatly increased during the past 18 months.

Many prominent British firms have already decided to exhibit at the first Trade Exhibition in Addis Ababa. The final plans will be drawn up in the Ethiopian capital in early April. Enquiries and space applications will therefore be welcomed as soon as possible.

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* * *

The available covered area is strictly limited, and more than a third of it has been taken up already—within three weeks.

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and bronze fittings and profiles. Some concern was expressed at long delivery dates quoted from Britain and overdue consignments to Swedish boat yards.

Much thought had gone into making this year's show 'different'. A mahogany yacht was being built by two apprentices, sails were sewn by expert sailmakers, frogmen dived regularly into a large transparent tank, and fashion shows were a daily feature. Yachting clothes were displayed on a number of stands, but quite outstanding was the 'Solent' sailing wear exhibited by a Southampton firm in collaboration with one of the leading local outfitters.

This year British, Norwegian and American exhibits were the only imported products able to assert themselves in a show totally dominated by Swedish dealers, boat builders and other manufacturers.

Ownership of the Swedish Boat Show was recently transferred from private hands to two associations in the Swedish boating trade, i.e., the Gothenburg Boat and Motor Dealers' Association and the Boat Builders' Federation of Western Sweden. The show covered 108,000 sq. ft. and attendance figures in the first five days were about 15 per cent higher than last year.

Next year the Show will be held from February 11-21. Foreign participation will be invited and the international character of the show is likely to be increased, but the new owners' first duty will be to their own members, and they will continue to insist on quality control.

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below*:

	Date Last Published	Date Next Published
Europe	*This Issue*	*June 6*
United Kingdom	*Feb. 7*	*May 1*
Outside Europe	*Jan. 3*	*April 3*

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Publicity and Fairs Branch, Queen Anne's Mansions, Queen Anne's Gate, S.W.1 (Tel. Abbey 7877, Ext. 2791, Europe; United Kingdom and Outside Europe 2785) will be glad to answer general inquiries but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Publicity and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.

* *indicates fair which is held annually at approximately the time stated.*

† *indicates fair which is held alternate years at approximately the time stated.*

British Industrial Exhibition, Peking

THE EARL OF DROGHEDA, chairman of Industrial and Trade Fairs Holdings Ltd. (organizers of the British Industrial Exhibition, Peking) and Mr. John Keswick, president of the Sino-British Trade Council, left London this week for further talks with the Chinese authorities on the arrangements for the forthcoming British Industrial Exhibition, which will be held in Peking from November 2 to 14 this year.

Mr. Edward du Cann, Minister of State, Board of Trade, at the recent Meccano Trade Fair in London being shown a Hornby Hovercraft by Mr. Norman Craig (right) who has just retired as Sales Director. Driven by a powerful glow plug engine, with a superstructure moulded in expanded polystyrene, the toy hovercraft travels at a scale speed of 100 miles an hour. The petrol tank holds enough fuel for 15 minutes operation and the hovercraft, called the Hornby Hovercraft Mark 1, travels equally well over land and water, and can negotiate rocky terrain. A Meccano spokesman said that this year's export figures were covering some forty major markets and were again well over the one million pound mark and this did not include trade done by the firm's subsidiary factory in Paris.

Australian PM to open British Exhibition Australia

The British Exhibition Australia to be held in Sydney from September 25 to October 10 will be opened by Sir Robert Menzies, the Australian Prime Minister. Mr. John McEwen, Australia's Minister of Trade and Industry, will be a joint vice-president with Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, and Mr. Duncan Sandys, Secretary of State for Commonwealth Relations. This was announced in Canberra on February 25.

Commenting on the announcement, Sir Norman Kipping, Director-General of the Federation of British Industries, said: 'It is most encouraging to have such wholehearted support of Sir Robert and Mr. McEwen. We aim to show Britain's immense stake in Australia, both in trade and investment. Already over 85 per cent of the Exhibition has been filled by British firms and Australian manufacturers with British connections. This will be a great Commonwealth effort.'

In a statement Sir Robert said: 'I am delighted to have been invited to act, jointly with Sir Alec Douglas Home, as President of the British Exhibition, Australia 1964, and I am looking forward to opening the Exhibition in Sydney in September. My colleague, Mr. John McEwen, the Minister of Trade and Industry, has agreed to be vice-president, jointly with Mr. Edward Heath and Mr. Duncan Sandys. This will be the first British exhibition to be held in any Commonwealth country and it will be the most ambitious British venture of its kind attempted anywhere. This is very gratifying. The objectives of the Exhibition and the associate activities are to demonstrate and strengthen the close ties which exist between Australia and Britain.

Eleven overseas countries exhibit at 'Carpex' 64

Displays of products from Austria, Denmark, France, Germany, Holland, India, Iran, the Irish Republic, Liechtenstein, Poland, and Sweden as well as from the United Kingdom were on show to buyers from all parts of the world at the eighth International Carpet, Linoleum and Floor Coverings Fair at Earls Court, London from February 24 to 28. The five-day fair – CARPEX – is now firmly established as the principal trade rendezvous for producers and customers in Britain. In recent years its reputation has extended to almost all major concentrations of the floor covering industry in Europe, the United States, the Near and Far East. In 1963, buyers from 32 countries visited the Fair, and it is expected that the number of overseas visitors to Carpex '64 will break all previous records.

Offering buyers from Britain and abroad a compact and comprehensive survey of the floor coverings industry's activities during the past twelve months the Fair illustrated the latest designs and materials over a wide range of floor coverings and provided a congenial and comfortable setting for the renewal of personal contact between manufacturer and customer. Focus of general interest at Carpex '64 was the Information Centre presented by the organizers, Industrial Trade Fairs Ltd., in conjunction with the publishers of Furnishing and its associated magazine Interior Design and Contract Furnishing. This feature presented 200 ft. frontage at the end of the exhibition hall which consisted of eight display stands each of which dealt with a particular aspect of the floor coverings industry's activities. These were dealt with under the general headings – studio, fibre testing, display, education, dyeing, textile machinery, wool and repairs and inspection. The feature also provided information on an extensive range of carpeting subjects and technical staff were on duty to answer inquiries and advise on individual problems.

A feature of particular interest to trade buyers at the exhibition was the 'Best Sellers Guide' – a series of wall panels forming a background to the Carpex Information Centre. These panels displayed two specimens of floor coverings from each contributor to the feature, one representing the contributors most successful products of 1963, and the other, an exhibit which in the opinion of the manufacturer would be his most successful line during the current year.

Electrical Trades Exhibition

A CONSORTIUM has been formed by the Westminster Northern Electrical Engineering Co. (Manufacturers' Agents), of several leading electrical manufacturers for the purpose of exhibiting their various products under one roof in London during the forthcoming 1964 Electrical Engineers' Exhibitions (see *Board of Trade Journal* of February 28).

The exhibition, which is being held in the Coronation Suite of the London Hilton Hotel on March 19 and 20 and March 23 and 24, will be open daily from 11 a.m. to 10 p.m. Exhibitors will include W. H. Smith & Co. Electrical Engineers Ltd. (electrical contractors and control gear transformers, voltage regulator and rectifier manufacturers). The Midland Transformer Co., G. Corner Ltd, of Oldham (crimped connectors and tools) are yet another firm exhibiting. Alongside Corners will be the Austin Taylor Electrical Co. Ltd. (terminal boxes, blocks and cable glands). An exhibitor from Scotland will be R.B.N. Engineering (Prestwick) Ltd. (domestic heating appliances).

Further information from William E. Cary Ltd., Red Bank, Manchester 4.

92 British exhibitors at Cologne Hardware Fair

A report from the British Embassy, Bonn.

WITH VERY good reason as will become apparent later in this article British exhibitors appear annually in greater strength at the spring session of the Cologne International Household Goods and Hardware Fair which took place this year from February 20-23. In 1962 there were 49 British Exhibitors, in 1963 there were 80 and this year, 92, of which 40 were on the Board of Trade joint venture stands and 52 were exhibiting independently. There is a moral to be drawn from the fact that the fair attracts an increasing number of independent British exhibitors each year and that a proportion of these are erstwhile participants in the Board of Trade's joint venture schemes.

According to statistics provided by the organizers of the fair more than 1,200,000 square feet of exhibition space was taken up by 1,919 exhibiting firms including 548 from 23 countries. This compares with 1,848 exhibitors including 476 from 18 countries in 1963 when there was approximately 1,100,000 square feet of space. There were 57,800 trade visitors of which 9,470 came from 54 European and overseas countries. The figures for foreign visitors showed an increase of 14 per cent over 1963 while those for German trade visitors remained practically unchanged.

The fair proved to be a market place and a forum for buyers, wholesalers, retailers, agents and manufacturers from the whole of Europe. A sharp increase in the number of visitors from Sweden, Denmark, Spain, Switzerland and France was recorded. France sent the largest contingent of exhibitors (125 firms – 5 trade associations) and was followed by the United Kingdom with 92 firms as already mentioned. The size and scope of the fair almost beggars description! 23 branches of the industry for which it caters placed the entire range of their products on show and this requires about ten halls of the size of the Empire Hall at Olympia which is used for our own Hardware Trades Fair. Small wonder then that the Cologne event attracts everybody that counts in this industry and at this juncture of the development of Anglo-European trade it is undoubtedly one of the main routes into this vast market.

BOT Sponsorship

Four British trade associations were sponsored by the Board of Trade, – the Hardware Manufacturers Association, the Federation of British Handtool Manufacturers, the Federation of British Horticultural Exporters Ltd., the British Do-it-Yourself Trade Export Groups Ltd. Their stands were well-sited in four different halls and were subject to favourable comment from visitors and the exhibitors themselves.

At a press reception attended by Mr. W. K. Ward, assistant secretary at the Board of Trade, Mr. D. N. Royce, Commercial counsellor at the British Embassy, Mr. T. Bowyer Jackson, President of the National Hardware Alliance, who spoke on behalf of the four trade associations, said that the British exhibitors were hoping to increase existing trade with Germany and other countries at the fair thereby strengthening the economic and human relationships between our peoples.

On the second day of the fair, Mr. E. Melville, Minister (Economic) at Bonn accompanied Mr. Ward on a tour of the joint stands. Forty British firms were represented. For some of them it was the first occasion, for others the second venture at Cologne under the ægis of the Board of Trade. It was evident for the most part that those who had previously exhibited had benefited from last year's experience and that those who were there for the first time had studied the market sufficiently well to come with the type of products which would arouse interest and inquiries and eventually produce more tangible results. Inevitably, there were problems arising mainly from the duties payable: some of them were capable of solution, others would have needed a revision of price structures which was quite impossible. In other cases, our prices were competitive in spite of the duties. On balance, the exhibitors were satisfied with the results obtained. These included sample orders, firm orders and an encouraging volume of serious inquiries among which there were many for agencies. British exhibitors reported that more business was done with countries other than Germany.

Many of the firms which exhibited last year had gained ground in the meantime and were prepared to return next year. Both the old and the new exhibitors described the joint venture scheme as an invaluable line of approach to the market which enabled them to gain first-hand knowledge of conditions in Europe, to cement existing contacts, to open up new territories and to meet their agents to mention but a few of the interesting aspects of participation.

The following are some comments by British exhibitors: 'The results were quite remarkable. Orders exceeded £6,000'. 'The inquiries were hectic. We took 15 firm orders. The largest was for £400. Nothing to write home about but we have made a start.' 'Firm orders totalling £1,500 – A German manufacturer wants to take over our range to complement his own'. 'Enormous interest was shown in our products. Firm orders amount to £2,000.'

Sceptics may say, just a trickle, but we would add that this is how the Rhine, which flows wide past the exhibition grounds at Cologne, began. As just a trickle.

Strong British participation at Offenbach Leather Goods Fair

FOR THE THIRD time in succession a group of sixteen member firms of the National Leather Goods and Saddlery Manufacturers' Association sponsored by the Board of Trade exhibited their fine leather and travelling goods at the International Fair which took place in Offenbach from February 15-20. Together with seven other British leather goods manufacturers who showed their products independently, the British firms formed the strongest contingent of all foreign exhibitors – a fact which did not fail to attract attention in trade circles and in the German Press.

Business at the International Offenbach Leather Goods Fair developed briskly from the opening day and continued to be lively throughout its duration. Despite the predominance of about 370 firms of German leather goods exhibitors, the 81 foreign exhibitors enjoyed a remarkably good share of the amount of business that was done. Exhibits consisted of all kinds of leather and plastic goods and travel articles, the emphasis being on fashionable ladies' handbags and suitcases. A variety of small and fancy leather goods was on display, and in this sector trade buyers showed great interest in novelties as well as in good design, quality of material and finish. Trade buyers regard this Fair as a kind of mirror of fashion trends in leather goods, particularly as far as the German market is concerned. For women's handbags, there was every indication that the already fashionable square and rectangular design will remain in favour for the coming spring and summer season although they seem to be generally larger in size in comparison with previous seasons. Fashions in leather colours remain basically unchanged but there was a certain emphasis on combinations of black and white for women's handbags for summer use; and some new colours such as light beige, dark grey and different shades of green could be seen in addition to the traditional black and brown leather colours. The buying public in Germany continues to favour light-weight travel bags and suitcases with soft tops and bases; in these lines the use of high quality plastic materials seems to have increased.

The goods displayed by the British exhibitors consisted primarily of a wide range of fashionable women's handbags in a variety of colours and of both leather and plastic materials, travel bags, suitcases, attache cases, purses, wallets and a wide selection of leather fancy goods, some of them produced to meet typical German requirements. Two novelty items, a new-style handbag called the 'Party Bag' incorporating a crown-shaped lock, and a new type of purse named the 'Matinee Pochette', were prominently featured. Most of the British exhibitors were again satisfied with their participation in this Fair and recognized the importance of taking part in this event.

Trade buyers, not only from Germany but from many other European and overseas countries, visited the British stands in encouraging numbers: buyers from EFTA countries, Austria in particular, were there in some strength. One representative of a London manufacturer of women's handbags was particularly enthusiastic about his firm's success achieved at the Fair, this having been their third participation in Offenbach.

At the end of the Fair, the organizers announced that some 23,000 trade buyers and visitors had visited the stands of the 450 exhibitors from Germany, the United Kingdom, France, Austria, Italy, The Netherlands, Spain, Belgium, Switzerland, Denmark and from the United States.

'TWA means business' show to visit London

TOOTHPICKS, coffee pots, table linen, kaleidoscopes and baby bottles—are just a few of the items which Trans World Airlines' purchasing experts will display at the London Hilton Hotel on April 7 when the 'TWA Means Business' show comes to town.

The basic purpose of the show will be to enable British manufacturers to view many of the nearly 90,000 items which the airline keeps in a £5,000,000 annual inventory, with a view to becoming suppliers to the airline of goods for use on an international route network to cities as far apart as London and Bombay.

J. A. Shaunty, TWA's vice-president of purchasing, who will accompany the show to London, said: 'We feel that this programme will promote new business for United Kingdom manufacturers, and, at the same time, give us the advantage of more competitive bidding for our business. We spend more than £20,000,000 a year and want to buy true competitive values.'

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Times: 10 a.m.—6 p.m. daily, except Sunday. Close at 4 p.m. on final day. *Late Evenings:* Open until 9 p.m. on Thursdays, 16th and 23rd April. *Admission:* 3/6, or by ticket obtainable only from exhibitors. Overseas visitors free.

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European trade fairs and exhibitions

1964 : General

LEIPZIG: INTERNATIONAL SPRING FAIR – March 1-10.
* Apply, Leipzig Fair Agency in Great Britain, 39 St. James's Place, London, S.W.1. (Tel. Hyde Park 3111).

UTRECHT: INTERNATIONAL SPRING TRADE FAIR – March 9-17.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

VIENNA: INTERNATIONAL SPRING TRADE FAIR – March 15-22.
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7. (Tel. Knightsbridge 6938).

LYONS: 46TH INTERNATIONAL TRADE FAIR – March 15-23.
* Apply, Robert Brandon and Partners Ltd., 10 Clifford Street, London, W.1. (Tel. Regent 0511).

BARCELONA: BRITISH INDUSTRIAL FAIR – April 1-12.
Apply, British Overseas Fairs Ltd., 21 Tothill Street, London, S.W.1. (Tel. Abbey 6376).

SAARBRUCKEN: 15TH INTERNATIONAL SAAR FAIR – April 11-20.
* Apply, Messeleitung: Saarbrücken, Messegelände, Am Schanzenberg.

BASLE: 48TH SWISS INDUSTRIES FAIR – April 11-21.
* Apply, The Swiss Embassy, 18 Montagu Place, Bryanston Square, London, W.1. (Tel. Paddington 0701).

MILAN: INTERNATIONAL SAMPLES FAIR – April 12-25.
* Apply, Dr. V. Schiazzano, 31 Old Burlington Street, London, W.1. (Tel. Regent 2411).

ZAGREB: INTERNATIONAL SPRING FAIR – April 18-26.
* Apply, Fairs and Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel. Museum 5153).

LILLE: INTERNATIONAL TRADE FAIR – April 25-May 10.
* Apply, Weigel, Leygonie and Co. Ltd., 31/32 King Street, London, W.C.2. (Tel. Temple Bar 4825/9).

HANOVER: GERMAN INDUSTRIES FAIR – April 26-May 5.
* Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, E.C.3. (Tel. Metropolitan 9711).

BRUSSELS: 37TH INTERNATIONAL FAIR – April 30-May 11.
* Apply, Belgian Railways, Belgium House, 167 Regent Street, London, W.1. (Tel. Regent 1491).

LAUSANNE: SWISS NATIONAL EXHIBITION – April 30-October 25.
Apply, Swiss Embassy, 18 Montague Place, Bryanston Square, London, W.1. (Tel. Paddington 0701).

VALENCIA: INTERNATIONAL SAMPLES FAIR – May 1-15.
* Apply, Feria Muestraria Internacional de Valencia, Llano del Real 2, Valencia.

DUBLIN: SPRING SHOW AND INDUSTRIES FAIR – May 5-9.
* Apply, Royal Dublin Society, Balls Bridge, Dublin.

GOTHENBURG: SWEDISH TRADE FAIR – May 15-24.
* Apply, John E. Buck and Co., 47 Brewer Street, Piccadilly, London, W.1. (Tel. Gerrard 7576).

BUDAPEST: INDUSTRIAL FAIR – May 15-25.
* Apply, Hungarian Chamber of Commerce, Rosenberg h.p.u. 17, Budapest V.

PARIS: 53RD INTERNATIONAL TRADE FAIR – May 16-June 1.
* Apply, French Chamber of Commerce, 74 Brook Street, London, W.1. (Tel. Hyde Park 2744).

PALERMO: 19TH INTERNATIONAL MEDITERRANEAN FAIR – May 23-June 7.
* Apply, Fiera del Mediterraneo-Campionaria Internazionale, Piazza Generale Cascino, Palermo.

LIEGE: INTERNATIONAL FAIR (MINING AND INDUSTRIAL MACHINERY) – May 23-June 7.
Apply, Mr. R. C. Liebman, 178 Fleet Street, London, E.C.4. (Tel. City 5889).

MILAN: TRIENNALE ARCHITECTURE, DECORATIVE AND INDUSTRIAL ART – May 27-September 27.
Apply, Exhibitions Division, C.O.I.D., 28 Haymarket, London, S.W.1.

PADUA: 41ST INTERNATIONAL SAMPLES FAIR – May 31-June 13.
* Apply, Fairs and Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel. Museum 5153/5).

BARCELONA: INTERNATIONAL SAMPLES FAIR – June 1-15.
* Apply, Spanish Tourist Service, 93 Piccadilly, London, W.1. (Tel. Grosvenor 5853).

NANCY: NATIONAL FAIR – June 3-14.
* Apply, J. P. Detourbet, Commissaire-Generale, Foire Nationale de Nancy, 7 rue des Dominicains, Nancy.

ZURICH: SWISS IMPORT FAIR (ZUSPA) – June 5-14.
Apply, Genossenschaft Zurcher Spezial – Ausstellungen, Nordstrasse 20, Zurich 6.

POZNAN: 33RD INTERNATIONAL FAIR – June 7-21.
* Apply, Official Forwarding Agents, P.S.A. Transport Ltd., 70 Old Broad Street, London, E.C.2. (Tel. Avenue 2424).

LISBON: 5TH INTERNATIONAL TRADE FAIR – June 9-23.
* Apply, Casa de Portugal, State Information and Tourist Office, 20 Lower Regent Street, London, S.W.1. (Tel. Whitehall 2455).

BORDEAUX: 44TH INTERNATIONAL TRADE FAIR – June 13-25.
* Apply, Administration de la Foire Int. Bordeaux, 12 Place de la Bourse, Bordeaux.

TRIESTE: INTERNATIONAL SAMPLES FAIR – June 21-July 5.
* Apply, Italian Chamber of Commerce in Gt. Britain, 31 Old Burlington Street, London, W.1. (Tel. Regent 2411).

NAXXAR: 8TH MALTA TRADE FAIR – July 1-15.
* Apply, Malta Trade Fair Corporation, Exchange Buildings, Valetta, Malta.

FRANKFURT: INTERNATIONAL AUTUMN FAIR – August 30-September 3.
* Apply, Lep Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

STOCKHOLM: ST. ERIK'S FAIR – September 2-13.
* Apply, Trade Fairs and Promotions Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

STRASBOURG: 39TH EUROPEAN FAIR – September 3-15.
* Apply, Foire de Strasbourg, 9 rue Brulee, Strasbourg.

ZAGREB: INTERNATIONAL AUTUMN FAIR – September 5-20.
* Apply, Fairs and Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel. Museum 5153/5).

SALONIKA: INTERNATIONAL TRADE FAIR – September 6-27.
* Apply, Foire Internationale de Thessaloniki, Thessalonika.

BARI: 28TH INTERNATIONAL LEVANT FAIR – September 10-23.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

VIENNA: INTERNATIONAL AUTUMN TRADE FAIR – September 13-20.
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7. (Tel. Knightsbridge 6938).

PLOVDIV: INTERNATIONAL FAIR – September 13-27.
† Apply, Bulgarian Chamber of Commerce, 11A Stamboliisky, Sofia.

GHENT: INTERNATIONAL FAIR – September 12-27.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

BRNO: INTERNATIONAL TRADE FAIR – September 13-27.
* Apply, Fairs and Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel. Museum 5153/5).

Visitors at the British Joint Stands at the Cologne Hardware Fair (*see page 524 this issue*).

UTRECHT: INTERNATIONAL AUTUMN FAIR – September 14-22.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

HELSINKI: FINNISH INTERNATIONAL TRADE FAIR – September 17-27.
† Apply, Suomen Messut (Finnish Fair), Töölö, Helsinki.

BERLIN: GERMAN INDUSTRIES EXHIBITION, 1964 – September 19-October 4.
* Apply, Berliner Ausstellungen Hammarskjold Platz 1-7, 1 Berlin 19.

MARSEILLES: 40TH INTERNATIONAL FAIR – September 24-October 5.
* Apply, Butler's Advertising Service, Fenwick House, 292 High Holborn, London, W.C.1. (Tel. Chancery 4224/5).

METZ: INTERNATIONAL TRADE FAIR – September 30-October 11.
* Apply, Foire Internationale de Metz, 1 Avenue de l'Amphitheatre, Metz.

PARIS: CHILDHOOD, YOUTH AND FAMILY EXHIBITION – October 31-November 15.
* Apply, Commisariat-General, Salon de l'Enfance, de la Jeunesse et de la Famille, 1 rue Anatole-de-la-Forge, Paris 17.

1964 : Specialized

Aeronautical

HANOVER: GERMAN AVIATION EXHIBITION – April 24-May 3.
† Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, E.C.3. (Tel. Metropolitan 9711).

Agricultural, Fishing, Dairy

PARIS: INTERNATIONAL AGRICULTURAL MACHINERY EXHIBITION – March 9-15.
* Apply, Salon International de la Machine Agricole, 95 rue Saint-Lazare, Paris 9e.

VERONA: 66TH INTERNATIONAL AGRICULTURAL AND ANIMAL FARMING FAIR – March 8-16.
* Apply, Secretary General, International Agricultural Fair, Palazza del Pallone, Verona.

JONKOPING: EUROPEAN AGRICULTURAL AND INDUSTRIAL FAIR – May 21-31.
* Apply, Elmia, AB Foreningstjanst, Jonkoping.

HANOVER: 48TH EXHIBITION OF THE GERMAN AGRICULTURAL SOCIETY – May 31-June 7.
† Apply, Schenkers Ltd., Finsbury Square, London, E.C.2. (Tel. Met 9711).

ANCONA: 24TH INTERNATIONAL FAIR (FISHING AND NAUTICAL SPORTS) – June 20-July 5.
* Apply, Ancona Chamber of Commerce, Fiera di Ancona, Ancona.

SCHEVENINGEN: INTERNATIONAL FISHERY EXHIBITION – July 17-29.
Apply, Mr. J. W. Tamboer, P.O. Box 99, The Hague, Holland.

COPENHAGEN: INTERNATIONAL FISHERIES TRADE FAIR – September 4-13.
Apply, Universal Fair and Exhibition Service Ltd., 17 Blaagaardsgade, Copenhagen N.

PARIS: INTERNATIONAL DAIRY EQUIPMENT EXHIBITION – November 10-16.
Apply, M. Carron, 3 rue La Boëtie, Paris 8.

Building, Public Works

MUNICH: GERMAN BUILDING MACHINES EXHIBITION (BAUMA) – March 14-22.
* Apply, The Building Exhibition, 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

PARIS: INTERNATIONAL EXHIBITION OF PUBLIC WORKS AND BUILDING EQUIPMENT (EXPOMAT) – May 21-31.
† Apply, Director-General, Expomat, 1 Avenue Niel, Paris 17.

ESSEN: 2ND GERMAN BUILDING EXHIBITION (DEUBAU) – June 4-14.
Apply, Baumesse der Industrie Baustaffe, Gemeinnutzige Ausstellungs-Gesellschaft, m.b.H., Norbertstrasse 2, Essen.

Capital Goods, Engineering, Machinery, Machine Tools, etc.

BELGRADE: 8TH INTERNATIONAL FAIR OF TECHNICS TECHNICAL ACHIEVEMENTS – May 24-June 2.
* Apply, Beogradski Sajam, Bulevar Vojvode Misica 14, Belgrade.

CHARLEROI: 6TH INTERNATIONAL TECHNICAL EXHIBITION – September 19-27.
* Apply, Weigel, Leygonie & Co. Ltd., 31/32 King Street, London, W.C.2. (Tel. Temple Bar 4825).

TURIN: 14TH INTERNATIONAL TECHNICAL EXHIBITION – September 19-30.
* Apply, Dr. G. Boella, Fiat England Ltd., Water Road, Wembley, Middlesex. (Tel. Perivale 5651).

HANOVER: MACHINE TOOLS EXHIBITION – September 20-29.
Apply, Verein Deutscher Werkzeugmaschinenfabriken Am Hauptbahnof 6, Frankfurt-am-Main.

COPENHAGEN: 2ND INTERNATIONAL TECHNICAL FAIR (MACHINE TOOLS) – October 24-November 1, 1964.
Apply, U.F.E.S.A.S., Blaagaardsgade 17, Copenhagen, 17.

Chemicals

FRANKFURT: ACHEMA CHEMICAL ENGINEERING EXHIBITION AND CONGRESS – June 19-27.
Apply, Dechema Deutsche Gesellschaft für Chemisches Apparatewesen Dechema-Haus, Rheingau-Allee 25, Frankfurt.

COLOGNE: INTERNATIONAL TRADE EXHIBITION FOR CHEMISTS AND DRUGGISTS (INDROFA) – September 24-28.
Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

Electrical, Radio, Television, Electronics

MONTREUX: INTERNATIONAL FESTIVAL OF TELEVISION, ARTS AND SCIENCES – April 17-25.
* Apply, Secretariat-General, Exposition TV Case 97, Montreux, Switzerland.

PARIS: SALON INTERNATIONAL DE LUMINAIRE – May 16-June 1.
Apply, Salon du Luminaire, 23 rue N.D. des Victoires, Paris 2. Gut 39-20 C.C.P. Paris 2202-46.

Foodstuffs, Hotel and Catering

ESSEN: HOTEL TRADES AND CATERING EXHIBITION – September 2-9.
* Apply, Gemeinnutzige Ausstellungsgesellschaft M.C.H., Essen, Norbertstrasse 2.

UTRECHT: 14TH INTERNATIONAL FOODSTUFFS AND BEVERAGE TRADE FAIR (ROKA) – September 7-11.
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

MUNICH: INTERNATIONAL EXHIBITION OF GROCERIES AND HIGH CLASS PROVISIONS (IKOFA) – September 19-27.
† Apply, Verein Ausstellungspark e V., Theresienhohe 14, Munich 12.

PARMA: 19TH INTERNATIONAL FOODSTUFFS AND PACKING FAIR – September 20-30
* Apply, Italian Chamber of Commerce for Great Britain in London, 31 Old Burlington Street, London, W.1. (Tel. Regent 2411).

PARIS: INTERNATIONAL HOTEL AND CATERING INDUSTRY EXHIBITION – October 8-19.
* Apply, M. Willard, 13 rue de Liège, Paris 9.

MONTPELIER: INTERNATIONAL VITICULTURAL AND WINE FAIR – October 9-19.
* Apply, Foire Internationale de la Vigne et du Vin, 11 bis rue de la Loge, Montpellier.

BERLIN: GERMAN RESTAURANT AND CATERING CONFECTIONERS' AND FOOD EXHIBITION – October 30-November 8.
† Apply, Berliner Ausstellungen, Masurenallee 5-15, Berlin-Charlottenburg 9.

PARIS: INTERNATIONAL FOOD EQUIPMENT INDUSTRIES AND TRADE EQUIPMENT EXHIBITION – November 8-16.
† Apply, 42 rue du Louvre, Paris 1.

Fur

FRANKFURT: INTERNATIONAL FUR TRADE EXHIBITION – April 22-26.
* Apply, Frankfurter Rauchwaren-Messe G.m.b.H., Borsenstrasse 8, Frankfurt.

Furniture, Home Household

PARIS: DOMESTIC ARTS EXHIBITION – February 24-March 15.
* Apply, Commissariat General du Salon des Arts Menagers, 15 avenue de la Division Leclerc a Puteaux, Paris.

STUTTGART: 4TH INTERNATIONAL TRADE FAIR FOR OIL AND GAS FIRING (INTHERM) – April 8-12.
Apply, C.E.S. (Overseas) Ltd., 16 Blackfriars Lane, London, E.C.4. (Tel. Fleet Street 5420).

AMSTERDAM: 19TH INTERNATIONAL HOUSEHOLD FAIR – May 1-10.
* Apply, C.E.S. (Overseas) Limited, 16 Blackfriars Lane, London, E.C.4. (Tel. Fleet Street 5420).

PARIS: SALON INTERNATIONAL DES INDUSTRIES ET ARTS DU FEU (GLASSWARE, CHINA AND POTTERY) – June 14-22.
* Apply, Monsieur le President, Salon International des Industries et Arts du Feu, 32 rue de Paradis, Paris 10e.

BRUSSELS: INTERNATIONAL HEATING AND VENTILATING EXHIBITION – September 3-13.
Apply, Salon International du Chauffage, 178 Avenue Louise, Brussels, 5.

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – September 4-6.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

GOTHENBURG: INTERNATIONAL EXHIBITION 'DAGENS HUSHALL' (HOUSEHOLD GOODS) – September 5-13.
* Apply, Utstallningen Dagens Hushall, Kopmannens, Vasagatan 52, Gothenburg, C.

LILLE: HOME COMFORT AND CHILDREN EXHIBITION – October 31-November 11.
* Apply, M. Bouchery, Commissaire-Generale, Palais de la Foire, Lille.

PARIS: CHILDHOOD, YOUTH AND FAMILY EXHIBITION – October 31-November 15.
* Apply, Commissariat General, Salon de l'Enfance, de la Jeunesse et de la Famille, 11 rue Anatole-de-la-Forge, Paris 17.

Handicrafts

MUNICH: INTERNATIONAL HANDICRAFTS AND SUPPLIER INDUSTRIES FAIR – May 21-31.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

PARIS: EXHIBITION OF ARTISTIC WORKSHOPS (AUTUMN) – June 14-22.
* Apply, Salon Commercial et Professionel des Ateliers d'Arts, 13 rue des Petites-Ecuries, Paris.

Horticulture

VIENNA: INTERNATIONAL GARDEN SHOW – April 16-October 11.
Apply, Wiener Stadthalle-Stadion Betriebs- und Produktiensgesselschaft m.b.H., Vienna XV, Vogelweidstrasse 14.

PARIS: FLORALIES INTERNATIONALES DE PARIS, 1964 – April 24-May 3.
Apply, Commissariat General des Floralies Internationales de Paris, 1964, Grand Palais (Porte H), Avenue Alexandre 111, Paris 8e.

Horological

BESANCON: 15TH INTERNATIONAL HOROLOGICAL EXHIBITION – September 3-14.
* Apply, Salon International de l'Horlogerie, 54 Grande-Rue, Besançon.

(Continued on next page)

Inventions

BRUSSELS: INTERNATIONAL INVENTORS EXHIBITION – March 6-15.
* Apply, Institute of Patentees and Inventors, 207/8 Abbey House, 2/8 Victoria Street, S.W.1. (Tel. Abbey 1616).

Laundry

FRANKFURT: INTERNATIONAL EXHIBITION OF LAUNDRY, DRY CLEANING AND DYEING TRADES – September 27-October 4.
Apply, Deutscher Wascherei-Verband, Hansa Allee 16, Frankfurt-am-Main.

Leather, Footwear

PIRMASENS: FOOTWEAR, LEATHER AND MACHINERY FAIR – May 23-28.
Apply, Messeleitung, Stadtverwaltung, Pirmasens, Dankelsbachstrasse 19, 678 Pirmasens.

OFFENBACH: INTERNATIONAL LEATHER GOODS TRADE FAIR – August 29-September 3.
* Apply, Offenbacher Messe-Gesellschaft m.b.H., Kaiserstrasse 110, Offenbach-Am-Main.

PARIS: INTERNATIONAL LEATHER WEEK – September 10-15.
* Apply, Semaine International du Cuir, 2 rue Edouard VII, Paris 9e.

Motor Cars, Motor Cycles, Cycles

COPENHAGEN: INTERNATIONAL MOTOR EXHIBITION – February 28-March 8.
† Apply, Danish Association of Automobile Manufacturers and Importers, Amaliegade 22, Copenhagen k.

GENEVA: INTERNATIONAL MOTOR SHOW – March 12-22.
* Apply, Salon International de le Automobile, 5 rue Jacques-Balmat, Geneva.

COLOGNE: I.F.M.A. INTERNATONAL CYCLE AND MOTOR CYCLE EXHIBITION – September 16-20.
Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

PARIS: INTERNATIONAL MOTOR AND MOTOR-CYCLE SHOW – October 1-11.
* Apply, Mr. R. C. Liebman, 178 Fleet Street, London, E.C.4. (Tel. City 5889).

Nautical

BERLIN: INTERNATIONAL BOAT SHOW AND WATER SPORTS EXHIBITION – March 6-15.
* Apply, Admiral A. L. P. Mark-Wardlaw, Loseberry Enetreprises Ltd., Loseberry, Claygate, Surrey. (Tel. Esher 2882).

STOCKHOLM: 29TH INTERNATIONAL BOAT SHOW – March 11-22.
* Apply, 'Allt For Sjon' Fäck, Stockholm 28.

COPENHAGEN: SCANDINAVIAN BOAT SHOW – March 13-22.
* Apply, Skandinavisk Baadudstilling A/S, Callisensvej 21, Hellerup.

PARIS: PLEASURE BOAT SHOW, 1964 – May 14-31.
Apply, Exhibitions and Trade Fairs Ltd., 10 Clifford Street, London, W.1. Tel.: Regent 0511.

HELSINGBORG: 'SJOFART 64' – INTERNATIONAL SHIPPING EXHIBITION – August 7-23.
Apply, A. B. Hälsingborgsutställningar, Hamntorget, Hälsingborg.

PARIS: INTERNATIONAL NAUTICAL EXHIBITION – September 26-October 11.
* Apply, Robert Brandon & Partners Ltd., 10 Clifford Street, London, W.1. (Tel. Regent 0511).

Packaging

HELSINKI: INTERNATONAL TRANSPORT AND PACKAGING EXHIBITION – April 10-13.
Apply, Svomen Kuljetustaloudellinen Yhoistys Mikonkatu 9A, 4th Floor Room 415A, Helsinki.

AMSTERDAM: INTERNATIONAL PACKAGING EXHIBITION (MACROPAK) – April 14-21.
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

MILAN: INTERNATIONAL PACKAGING, MECHANICAL HANDLING, INDUSTRIAL MACHINERY AND FOOD PROCESSING EXHIBITION (IPACK-IMA) – June 4-11.
Apply, IPACK-IMA Exhibition, Via Gian Giacomo Mora 13, Milan.

PARIS: INTERNATIONAL PACKAGING EXHIBITION – Novemoer 8-16.
† Apply, Salon de l'Emballage, 20 rue Carpeaux, Puteaux (SEINE).

PARIS: INTERNATIONAL BOTTLING EXHIBITION – November 10-16.
† Apply, M. Carron, 3 rue La Boëtie, Paris, 8.

Plastics

COPENHAGEN: INTERNATIONAL PLASTICS FAIR – April 10-19.
Apply, Universal Fair and Exhibition Service Ltd., 17 Blaagaardsgade, Copenhagen N.

OYONNAX (AIN): INTERNATIONAL PLASTICS EXHIBITION – May 6-12.
* Apply, M. Prestavoine, Hotel de Ville d'Oyonnax, Oyonnax (AIN), France.

MILAN: INTERNATIONAL PLASTICS EXHIBITION – September 19-27.
* Apply, Union Plast Viale, Teodorica 19, Milan.

Printing, Stationery, Office Machinery

PARIS: INTERNATIONAL OFFICE EQUIPMENT (SICOB) –October 8-17.
* Apply, Salon International de la Equipement de Bureau, 6 Place de Valois, Paris.

Sports

WIESBADEN: 25TH INTERNATIONAL SPORTS GOODS FAIR – April 26-28.
* Apply, International Sportartikelmesse Wiesbaden G.m.b.H., Postfach 2034, Langgasse 17, Wiesbaden.

PARIS: PROFESSIONAL OPEN AIR EXHIBITION – October 24-27.
* Apply, SPODEX, 149 rue St. Honore, Paris 1 er.

Textiles

BRUSSELS: EUROPEAN TRADE SHOW OF READY-MADE GARMENTS FOR MEN – March 8-11.
Apply, Centre Professional Pour l'Expansion de l'Industrie de la Confection (C.E.P.C.O. a.s.b.l.), 52 rue du Progres, Brussels.

GOTHENBURG: INTERNATIONAL TRADE FAIR FOR DOMESTIC TEXTILES AND BEDDING MATERIAL (TEXTIL 64) – March 14-22.
† Apply, John E. Buck and Co., 47 Brewer Street, Piccadilly, London, W.1. Tel. Gerrard 7576).

DUSSELDORF: INTERNATIONAL SALES AND FASHION WEEK (IGEDO) – March 15-18.
* Apply, John E. Buck and Co. Ltd., 47, Brewer Street, Piccadilly, London, W.1. (Tel. Gerrard 7576).

PARIS: INTERNATIONAL EXHIBITION OF WOMEN'S READY-MADE APPAREL – April 18-23.
* Apply, Salon International Du Pret a Porter Feminin, Commissariat-General, 23 rue Notre-Dame-des-Victories, Paris 2e.

BRUSSELS: EUROPEAN TRADE SHOW OF READY-MADE GARMENTS FOR LADIES AND CHILDREN – April 19-24. Autumn-Winter Collection.
* Apply, Centre Professional Pour l'Expansion de l'Industrie de la Confection (CEPCO asbl), 52 rue du Progres, Brussels.

DUSSELDORF: INTERNATIONAL SALES AND FASHION WEEK (IGEDO) – April 26-30.
* Apply, John E. Buck and Co. Ltd., 47 Brewer Street, Piccadilly, London, W.1 (Tel. Gerrard 7576).

PARIS: 6TH INTERNATIONAL TEXTILE FAIR (M.T.I.) – May 21-25.
* Apply, Trade Fairs and Promotions Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

FRANKFURT: INTERNATIONAL TEXTILES EXHIBITION (INTERSTOFF) – May 26-29.
* Apply, Lep Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

DORNBIRN: 16TH INTERNATIONAL EXPORT AND SAMPLES (TEXTILES) FAIR – July 11-19.
* Apply, Office of the Austrian Foreign Trade Representative 1, Hyde Park Gate, London, S.W.1. (Tel. Knightsbridge 6938).

MILAN: 15TH INTERNATIONAL TRADE EXHIBITION FOR CLOTHING AND FURNISHING FABRICS – June 4-9
Apply, Mrs. Ruth Stewart, 12 Montague Mansions, York Street, London W.1. (Tel. Hunter 4100).

OPORTO: INTERNATIONAL TEXTILE EXHIBITION – July 18-August 2.
Apply, Finextra Ltd., 213-214 Piccadilly, London, W.1. (Tel. Regent 3944/5).

DUSSELDORF: INTERNATIONAL SALES AND FASHION WEEK (IGEDO) – September 17-20.
* Apply, John E. Buck and Co. Ltd., 47 Brewer Street, Piccadilly, London, W.1. (Tel. Gerrard 7576).

BRUSSELS: EUROPEAN TRADE SHOW OF READY-MADE GARMENTS FOR LADIES AND CHILDREN – October 4-9. Spring-Summer Collection.
Apply, Centre Professional Pour l'Expansion de l'Industrie de la Confection (C.E.P.C.O.) asbl), 53 rue du Progres, Brussels.

PARIS: INTERNATIONAL EXHIBITION OF WOMEN'S READY-MADE APPAREL – November 7-12.
* Apply, Salon International Du Pret a Porter Feminin, Commissariat General, 23 rue Notre-Dame-des-Victoires, Paris 2e.

DUSSELDORF: INTERNATIONAL SALES AND FASHION WEEK (IGEDO) – October 25-29.
* Apply, John E. Buck and Co. Ltd., 47 Brewer Street, Piccadilly, London, W.1. (Tel Gerrard 7576).

FRANKFURT: INTERNATIONAL TEXTILE EXHIBITION (INTERSTOFF) – November 24-27.
* Apply, Lep Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

1965 : General

HANOVER: GERMAN INDUSTRIES FAIR – April 25-May 4.
* Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, E.C.3. (Tel. Metropolitan 9711).

GOTHENBURG: SWEDISH TRADE FAIR (SVENSKA MASSAN) – May 7-15.
Apply, John E. Buck & Co., 47 Brewer Street, London, W.1. (Tel. Gerrard 7576).

1965 : Specialized

Building, Public Works

BASLE: INTERNATIONAL WATER AND SEWAGE PURIFICATION EXHIBITION – March 1-7.
Apply, Dr. E. M. Bammatter, Pro Aqua Ltd., Basle 21.

COLOGNE: INTERNATONAL FAIR OF ACCESSORIES AND MATERIALS FOR WOODWORKING, FURNITURE, UPHOLSTERED FURNITURE AND MATTRESSES, HOUSE, SHIP AND VEHICLE BUILDING AND FOR LIGHT CONSTRUCTIONAL WORK – June 24-27.
Apply, Du Mont Publicity Company Limited, 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700.)

Chemicals

PARIS: 7TH INTERNATIONAL CHEMICAL INDUSTRIES (RUBBER & PLASTICS) EXHIBITION – April 21-May 2.
Apply, Butler's Advertising Service Ltd., Fenwick House, 292 High Holborn, London, W.C.1. (Tel. Chancery 4224/5).

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

UK and Czechoslovakia

On January 28, Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development announced that provided satisfactory arrangements could be concluded with Poland, Czechoslovakia, Rumania, Hungary and Bulgaria he was prepared to remove the existing quota restrictions on the import of a number of manufactured goods from these countries.

Negotiations have now taken place with Czechoslovakia and have resulted in the conclusion of a satisfactory arrangement for a measure of liberalization of imports from Czechoslovakia of a range of manufactured goods. The documents were initialled on February 26 by the leaders of the respective delegations and these documents will be signed in about three weeks' time when details will be published.

In the meantime, as an interim arrangement, import licences for goods from Czechoslovakia will, with the exeception of linen tea towels and towelling, be issued on the basis of the quotas for 1963, and traders should follow the normal procedure in making licence applications. For linen tea towels and towelling a quota of 290,000 square yards has been fixed for the period January 1 to December 31, 1964.

It is intended that these arrangements should lead to an increase in Anglo/Czechoslovak trade in both directions.

Czechoslovakia and East Germany

IT WAS REPORTED in the *Neues Deutschland* on January 22, that a Protocol covering the mutual exchange of goods between Czechoslovakia and East Germany for the period 1964 was signed in East Berlin on January 21.

According to this press announcement Czechoslovakia will export to East Germany hard coal, coke, rolling mill products, chemicals, machinery and equipment, consumer goods including motor cars and leather shoes. In return goods to be exported from East Germany to Czechoslovakia will include chemicals and potash products, brown coal briquettes, machine tools, agricultural machinery, vehicles, electrical equipment and textiles.

Detailed quota lists are not available.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2258), quoting reference CRE 9669G.

Sweden and USSR

THE PROVISIONAL quotas for Swedish-Soviet trade in 1964 under the three year trade agreement between Sweden and the Soviet Union signed in February 1962, have been confirmed between the Swedish Ministry of Foreign Affairs and the Soviet Ambassador in Sweden.

In 1963 Swedish imports from the USSR expanded, but exports declined. The increase in imports was due mainly to bigger Swedish purchases of grain, petroleum products and iron and steel. The fall in Swedish exports was due chiefly to the non-recurrence in 1963 of shipments made in 1962 of paper-making machinery and other capital equipment ordered by the USSR in 1961. During January to November 1963 Swedish exports amounted to 269 million kroner compared with 364 million kroner for the same period in 1962, and imports rose to 358 million kroner from 285 million kroner.

Inquiries about this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 458, 459 and 461).

Norway and Poland

A PROTOCOL was signed in Oslo on October 24, 1963, establishing quotas for trade between Norway and Poland for the period October 1, 1963, to September 30, 1964.

The list of goods to be exchanged is similar in composition to that reported in the *Board of Trade Journal* of January 11, 1963. The most significant item in the list of goods to be imported from Poland is sugar for which the quota has been increased from 19,000 tons to 25,000 tons.

Inquiries relating to this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Room E47, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 458, 459 and 461).

France and Poland trade agreement

THE FRENCH *Moniteur Officiel du Commerce International* of December 7, 1963, announced that a trade agreement was signed in Paris on November 26, 1963, establishing quotas for trade between Poland and France and certain African States for the years 1964 and 1965.

The new agreement increases the anticipated minimum value of French sales of capital equipment during 1963-1965 by F. 10 million to F. 160 million. Polish sales are expected to increase by a similar amount, the increase to cover textiles and furniture.

The full French text of the above notice may be seen at the Export Services Branch, Board of Trade, Room E.13, Hillgate House, 35 Old Bailey, London, E.C.4.

France and East Germany

IT IS UNDERSTOOD that the 1963 trade arrangement between France and East Germany has been tacitly renewed for 1964, and as from February 1 payments between the two countries will be conducted on a basis of convertibility.

All inquiries relating to the Notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2258), quoting reference CRE 4033 G.

Italy and Denmark

THE ITALO-DANISH Trade Agreement of July 12, 1957, modified by agreement between the two countries in August, 1961, has been extended for a further year to July 14, 1964. No further changes have been made in the quota lists – first published in the *Board of Trade Journal* of March 10, 1961 (p. 595).

Inquiries about this notice should be addressed to Export Services Branch (Tariff Division), Board of Trade, Hillgate House, 35, Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 456 and 457).

Italy and Iran

THE ITALIAN Minister for Foreign Trade announces that the Trade Agreement between Italy and Iran signed in Rome on January 29, 1959, and modified by the Protocol signed at Tehran on April 23, 1961, has been tacitly extended for a further year from February 10, 1964, with no change to the quotas established in 1963. The Italian text of the Protocol can be seen at Export Services Branch, Tariff Section, Board of Trade, Hillgate House, Room E.39, 35 Old Bailey, E.C.4. (Tel. City 5757, Ext. 450).

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2656). Telegrams and cables should be addressed 'Boneblack, London.'*

Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H 35, Hillgate House, 35 Old Bailey, London, E.C.4, (CITy 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, (Telephone: CITy 5757, Extension 404 and 406). Please quote reference numbers in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

Tender documents are available on loan in those cases marked with an asterisk.*

AUSTRALIA

Protective Apparatus for Postmaster-General's Department, Melbourne. (Further Information.) E.S.B. 4228/64.*
Pumping Equipment for Flinders Shire Council. March 20. E.S.B. 5788/64.
Transformers for Hobart Electricity Corporation. March 23. E.S.B. 6249/64.*
Water Pipe System for Capricornia Regional Electricity Board. March 17. E.S.B. 6202/64.

The Metropolitan Water, Sewerage and Drainage Board:
Isolating Valves. April 7. E.S.B. 5787/64.
Pumping Station Equipment. April 7. E.S.B. 5786/64.

Department of Main Roads:
Bridge Construction Project. March 31. E.S.B. 6422/64.*
Tunnel Constructional Projects. March 31. E.S.B. 6225/6-.*
Construction of Concrete Bridge. May 12. E.S.B. 6224/64.*

BURMA

Rolling Mill Equipment for Industrial Development Corporation. March 20. E.S.B. 5774/64.*
Welding Equipment and Accessories for the Burma Oil Co. (1954) Ltd. March 19. E.S.B. 6282/64.

People's Stores Corporation:
Foodstuffs. March 16. E.S.B. 5722/64.*
Wines and Spirits March 16. E.S.B. 6218/64.*
Margarine. March 16. E.S.B. 6281/64.*

CANADA

Ice Control Project for the Ministry of Public Works. (Advance Information.) Closing date not yet known. E.S.B. 5783/64.

CEYLON

China Clay for Eastern Paper Mill. (Further Information.) Tender documents now available. E.S.B. 5220/64.*
Cotton Bed Covers for Ministry of Finance. May 5. E.S.B. 6212/64.
Drugs; Dispensary Equipment for Department of Health. April 22. E.S.B. 6210/64.
Omnibus Chassis for Ceylon Transport Board. April 4. E.S.B. 5721/64.
Radio Communications Equipment for Ministry of Communications. March 18. E.S.B. 6211/64.
Van for Anuradhapura Preservation Board. March 25. E.S.B. 6213/64.

Ministry of Land, Irrigation and Power:
Hydro-Electric Scheme. (Further Information.) Tender documents now available. E.S.B. 5212/64.*
Electric Lamps. April 14. E.S.B. 6226/64.

Ministry of Local Government and Home Affairs:
Textile Machinery. April 17. E.S.B. 6235/64.*
Smithy Machinery. April 24. E.S.B. 6236/64.*

COLOMBIA

Cable for Bogota Electricity Board. March 18. E.S.B. 5782/64.

DENMARK

NATO Infrastructure Contract:
Supply of Cables for an Airfield for Danish Authorities. Apply by April 1. G.D. 878/62(36).

EGYPT

Paper Plant for General Organization for Executing the Five-year Industrial Plan. May 10. E.S.B. 6275/64.*

Egyptian Railways:
Asbestos. April 14. E.S.B. 6404/64.
Anvils. March 30. E.S.B. 6403/64.

ETHIOPIA

Pharmaceuticals; Chemicals for Central Medical Stores Corporation. April 1. E.S.B. 5794/64.*

FORMOSA

Jang Dah Fibre Industrial Co. Ltd.:
Textile Machinery. March 23. E.S.B. 4983/64.*
Textile Machinery. March 16. E.S.B. 4985/64.*

Central Trust of China:
Chlorination Unit. March 27. E.S.B. 6420/64.*
Conductor Accessories and Hardware. March 27. E.S.B. 6222/64.*
X-ray Film Apparatus. March 27. E.S.B. 6223/64.*

GREECE

Meteorological Instruments for Agricultural Bank of Greece. March 30. E.S.B. 6221/64.*

Ministry of Trade:
Catering and Kitchen Equipment. April 9. E.S.B. 6203/64.*
Paper. April 9. E.S.B. 6219/64.*
Catering Equipment and Fittings. April 13. E.S.B. 6418/64.*
Kitchen Equipment. April 16. E.S.B. 6419/64.*
Office Machinery. March 17. E.S.B. 6204/64.*
Pumping Units. April 6. E.S.B. 6205/64.*
Wireless Stations. March 19. E.S.B. 6220/64.*

GUATEMALA

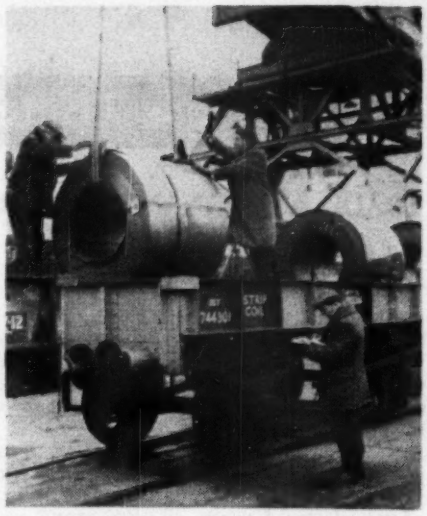
Steel Rods; Tie Wire for La Secretaria del Infom. April 6. E.S.B. 6444/64.*

HONG KONG

Pumping Plant Equipment for Government Stores Department. March 20. E.S.B. 6276/64.*
Tender Board, Colonial Secretariat:
Steel Pipes and Specials. March 20. E.S.B. 6457/64.*
Steel Pipes and Specials. March 20. E.S.B. 6455/64.*

INDIA

Bogies for Radial Gate Manufacture Division, Dapuri. March 31. E.S.B. 6266/64.
Boiler Tubes for Gujarat Electricity Board. March 31. E.S.B. 5770/64.
Coal Handling Plant for Madras State Electricity Board. May 11. E.S.B. 6243/64.*



Rolled steel strip coils from Colville's, Ravenscraig works, Lanarkshire, for export to the Continent being shipped recently at Grangemouth docks, owned by British Transport Docks.

Coal Unloading and Handling Plant for Damodar Valley Corporation. Closing date postponed to March 23. E.S.B. 38614/63.*
Contractors' Machinery for Ministry of Irrigation and Power. (Further Information.) E.S.B. 560/64.
Dam Construction Project for Rana Pratap Sagar and Kota Dams. (Further Information.) Closing date postponed to March 30. E.S.B. 33103/63.
Earth Moving Machinery; Cranes; Fork Lift Trucks for Hindustan Steel Ltd., Calcutta. March 16. E.S.B. 5763/64.*
Electrical Control Units for Neyveli Lignite Corporation Ltd. March 16. E.S.B. 6242/64.*
Electrical Signalling and Telecommunication Equipment for Railway Board, New Delhi. March 17-26. E.S.B. 6238/64.*
Generating Sets for Rajasthan State Electricity Board. Closing date postponed to March 25. E.S.B. 790/64.*
Ice Plant for Central Stores Purchase Department, Hyderabad. March 17. E.S.B. 6244/64.*
Refrigeration Plant for Hindustan Shipyard Ltd. (Further Information.) Closing date extended to March 16. Tender documents now available. E.S.B. 2671/64.*

Indian Telephone Industries Ltd.:
Brass Rods March 20. E.S.B. 6268/64.*
Wire. March 20. E.S.B. 6267/64.*

Heavy Electricals (India) Ltd.:
Copper Wire Bar. March 28. E.S.B. 6439/64.
Steam Dryer with Car. (Further Information.) E.S.B. 40758/63.*

U.P. State Electricity Board:
Machinery. (Further Information.) Tender documents now available. ES.B. 3452/64.*
Cables. March 20. E.S.B. 5750/64.

Southern Railway:
Railway Signalling Equipment. March 17. E.S.B. 5296/64.*
Transformer Rectifier Sets. March 16. E.S.B. 5295/64.*

Punjab State Electricity Board:
Power Line Equipment. Tender documents now available. E.S.B. 3741/64.*
Transformers; Switchgear. (Further Information.) E.S.B. 40365/63.*

National Coal Development Corporation Ltd.:
Locomotives. Closing date postponed to March 24. E.S.B. 536/64.*
Coal Plough-Conveyor. Closing date postponed to March 24. E.S.B. 537/64.*
Locomotives. Closing date postponed to March 24. E.S.B. 539/64.
Conveyors Closing date postponed to March 24. E.S.B. 538/64.*

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2, Victoria Gardens, Ladbroke Road, Notting Hill Gate, London, W.11 **Telephone: PARK 5087 and 7163**

Procurement Circle, Talwara Township:
Roller Bearings. March 25. E.S.B. 6241/64.*
Tunnel Construction Equipment. (Further Information.) Tender documents now available. E.S.B. 3451/64.*
Drills. March 16. E.S.B. 5761/64.
Jacks. March 20. E.S.B. 5762/64.

IRAN

Railway Wagon Springs for Iranian State Railways. April 29. E.S.B. 6248/64.*
Transmitting Stations; Power Generating Plant for Ministry of Posts, Telegraphs and Telephones. Closing date not known. E.S.B. 5797/64.*

Iranian Tobacco Monopoly:
Cardboard. May 4. E.S.B. 6430/64.*
Steam-pressure Valves and Pipe Insulation. May 5. E.S.B. 6423/64.*

IRAQ

Road Line Marking Machine for Amanat Al Asima. April 30. E.S.B. 6443/64.
Erection of Sub-stations for Ministry of Industry. Closing date postponed to April 4. E.S.B. 35547/63.

Ministry of Communications:
Construction of a Bridge. May 16. E.S.B. 6440/64.
Strengthening of Railway Track. March 25. E.S.B. 6441/64

Ministry of Defence:
Aluminium Water Bottles. March 25. E.S.B. 6436/64.*
Clothing. March 25. E.S.B. 6437/64.
Sewing Machines. March 22. E.S.B. 6438/64.*

Government Oil Refineries Administration:
Fork Lift Trucks. (Further Information.) Tender documents now available. E.S.B. 4573/64.*
Pipes and Fittings. April 4. E.S.B. 6435/64.

KENYA

Textiles for Ministry of Works, Communications and Power. March 16. E.S.B. 6772/64.

LEBANON

Automatic Telephone Exchanges for Ministry of P.T.T. May 13. E.S.B. 4993/64.*

Lebanese State Railways:
Locomotive Spare Parts. March 18. E.S.B. 5780/64.*
Steel Struts for Reinforced Concrete. March 18. E.S.B. 5779/64.*

MALAYSIA

Pumping and Electrical Equipment for Public Works Department, Kuala Lumpur. April 10. E.S.B. 6279/64.
Transformers for Public Utilities Board, Electricity Department. March 17. E.S.B. 6274/64.*
Transformers; Switchgear; Cabling for Central Electricity Board. April 30. E.S.B. 6273/64.

MOZAMBIQUE

Moumpo Municipal Commission:
Safe. March 17. E.S.B. 6261/64.
Tractor with Tipping Trailer. March 17. E.S.B. 6259/64.

Ports, Railways and Transport Department:
Spares for Inspection Cars. March 20. E.S.B. 5741/64.
Rail Cars. March 27. E.S.B. 5753/64.

NEW ZEALAND

Cable for Dunedin City Council, Electricity Department. April 1. E.S.B. 6415/64.*
Diesel Engines for New Zealand Government Railways Department. April 15. E.S.B. 6262/64.
Poplin Shirting for Ministry of Works. April 6. E.S.B. 6260/64.*
Switchgear for Hamilton City Council. April 22. E.S.B. 6401/64.*

General Post Office:
Synchronous Regenerative Repeaters. March 31. E.S.B. 6263/64.*
Telephone Cords and Cordage. April 3. E.S.B. 6448/64.*
Telegraph Repeaters. March 31. E.S.B. 6264/64.*

NIGERIA

Civil Engineering Works for Electricity Corporation of Nigeria. March 30. E.S.B. 6240/64.

PAKISTAN

Drilling Rods for the Department of Investment, Promotion and Supplies. March 28. E.S.B. 6239/64.

Directorate of Telegraph and Telephone:
Air-conditioning Equipment. April 6. E.S.B. 5776/64.*
Air-conditioning Equipment. (Further Information.) Tender documents now available. E.S.B. 5262/64.*
Cable. (Further Information.) Tender documents now available. E.S.B. 5263/64.*

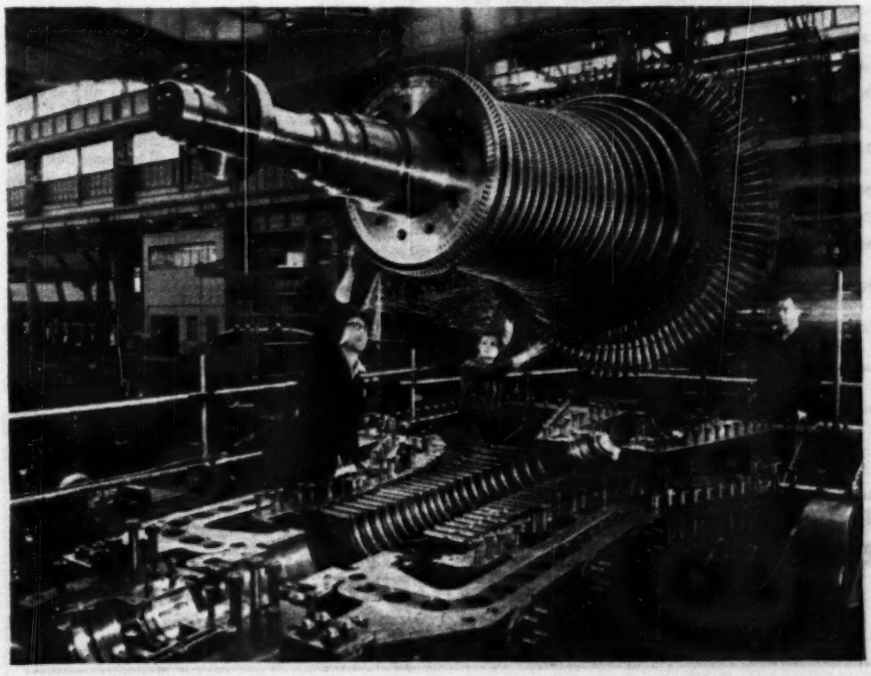
PORTUGUESE WEST AFRICA

Tipping Trailers for Junta Autonoma das Estrada. March 25. E.S.B. 6431/64.

SOUTH AFRICA

Cape Provincial Administration:
Drawing Sets. March 24. E.S.B. 6252/64.*
Washing Machine. March 20 E.S.B 6250/64.*
Laundry Equipment March 24. E.S.B. 6251/64.*

Transvaal Provincial Tender Board:
Passenger Buses. March 20. E.S.B. 6290/64.*
Sheepsfoot Rollers. March 20. E.S.B. 6291/64.*
Chip Spreaders. March 20. E.S.B. 6289/64.*



One of the three 33 MW steam turbines for Ciudad Delicias, Mexico, being supplied by AEI Ltd., during assembly at their Trafford Park, Manchester works. The firm is supplying a complete power station, for Cuidad Delicias which is being built as part of the five year plan of the Commission Federal de Electricidad. The complete power station will cost about £3½ million and AEI is supplying the generating plant, transformers, switchgear, main and multi core cables, etc. The contract with AEI includes also designs for the buildings and for the civil engineering works. The boiler plant is oil-fired supplied by Babcock and Wilcox Ltd., who are sub-contractors to AEI for this part of the contract.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m. Monday to Friday.

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for firms outside London is the Boards nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. A list of addresses was given on page 422 of the issue of February 21.

South African Railways:
Wire Mesh Spark Arrestor. April 1. E.S.B. 6283/64.*
Control Valves; Liquid Gravitometers. March 26. E.S.B. 6237/64.*
Low-lift Trucks; Battery Chargers and Batteries. March 26. E.S.B. 6288/64.*
Electric Cables. March 26. E.S.B. 6285/64.*
Remote Control Equipment. May 15. E.S.B. 6284/64.*
Fender Units. March 26. E.S.B. 6286/64.*

State Tender Board, Pretoria:
Tractors; Dozer and Ripper Accessories. March 26. E.S.B. 6232/64.*
Photographic Equipment; Laboratory Equipment; Chemicals. March 25 E.S.B. 6233/64.*
Laboratory Equipment; Chemicals. March 24. E.S.B. 5790/64.*
Dump Trucks. March 19. E.S.B. 5789/64.*
Air Receivers. March 19. E.S.B. 5792/64.*
Sleeve Valves. March 19. E.S.B. 6229/64.*
Rock Crusher. March 17. E.S.B. 6230/64.*
Sand/Aggregate Classifier. March 19. E.S.B. 5791/64.*
Power Unit Layouts. March 31. E.S.B. 6231/64.*

SOUTHERN RHODESIA

Hospital Furniture and Equipment for Medical Stores, Salisbury. March 20. E.S.B. 5799/64.
Railway Trolleys for Rhodesia Railways. March 25. E.S.B. 5800/64.*
Stationery for Department of Printing and Stationery. March 20. E.S.B. 5798/64.

SPAIN

Ministerio de Obras Publicas:
Cranes; Vehicles. April 15. E.S.B. 5767/64.
Wharf Lighting. April 15. E.S.B. 5768/64.
Wharf Lighting Work. March 18. E.S.B. 5781/64.

SUDAN

Sudan Railways:
Electrical Crack Detector. March 25. E.S.B. 6254/64.*
Toilet Soap. March 19. E.S.B. 6253/64.
Wheel Lathe. March 23. E.S.B. 6255/64.*

THAILAND

Cardboard Boxes; Paper for Thailand Tobacco Monopoly. March 17. E.S.B. 6258/64.*
Fire Fighting Truck for Port Authority of Thailand. March 30. E.S.B. 6256/64.*
Transformers for Metropolitan Electricity Authority. April 1. E.S.B. 6257/64 (D.L.F.).
Universal Testing Machine and Accessories for Directorate of Air Engineering. March 30. E.S.B. 6424/64.*

State Railway of Thailand:
Steel Bridge Sections. May 28. E.S.B. 6425/64.
Batteries. April 21. E.S.B. 6426/64.
Telephone Sets. March 30. E.S.B. 6427/64.

TRINIDAD AND TOBAGO

Electricity Commission:
Electrical Equipment. March 25. E.S.B. 5239/64.*
Power Station Control System. (Further Information.) March 31. E.S.B. 507/64.

TURKEY

Steel Tyres for State Railways Administration. March 16. E.S.B. 6429/64.*
Underground Railway Constructional Project for Istanbul Municipality. Apply by March 31. E.S.B. 12921/63.

NATO Infrastructure Contract:
Construction Work for Turkish Authorities. Apply by March 16. G.D. 950/63(71).

UNITED STATES OF AMERICA

Switchgear for United States Army Engineer, Portland. April 14. E.S.B. 6417/64.*

Continued on next page

Agency and export opportunities, market reports, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, (CITy 5757, Ext. 427). Please quote reference numbers in all inquiries.

Australia
Agency inquiry for women's leather gloves. (E.S.B. 6576/64.)
Inquiry for air-conditioning units; building materials and accessories; glass; lifts; sanitary ware. (E.S.B. 5604/64.)
Inquiry for industrial chemicals. (E.S.B. 5906/64.)
Inquiry for key rings. (E.S.B. 6571/64.)
Market report on woodworking machinery. (E.S.B. 40582/63.)

Belgium
Agency inquiry for rubber gloves. (E.S.B. 6315/64.)

British Honduras
Inquiry for floating dry-dock; shipbuilding and repair equipment; machinery and plant. (E.S.B. 5458/64.)

Canada
Agency inquiry for fork-lift trucks. (E.S.B. 6394/64.)
Inquiry for marine equipment. (E.S.B. 6674/64.)
Inquiry for building materials; hardware. (E.S.B. 5877/64.)

Ceylon
Inquiry for vocational training equipment; machinery and plant; electrical and electronic equipment. (E.S.B. 6029/64.)

Colombia
Inquiry for glass-making machinery and materials; machinery and plant; abrasives. (E.S.B. 5863/64.)
Inquiry for fire-fighting equipment. (E.S.B. 5853/64.)

Cuba/East Germany
Trade Agreement. (C.R.E. 2322/G.)

Cuba/Poland
Trade Agreement. (C.R.E. 2562/G.)

Cyprus
Agency inquiry for electric blankets; heaters. (E.S.B. 6108/64.)

Czechoslovakia/East Germany
Trade Agreement. (C.R.E. 9669/G.)

Dominican Republic
Inquiry for wire. (E.S.B. 5183/64.)

Ecuador
Inquiry for textile machinery. (E.S.B. 6096/64).

Ethiopia
Inquiry in respect of building construction cost analysis. (E.S.B. 6865/64.)

Finland
Agency inquiry for distributor points. (E.S.B. 6384/64.)
Inquiry in respect of camping equipment; office equipment; stationery; toys. (E.S.B. 6081/64.)

France
Agency inquiry for knitwear. (E.S.B. 6764/64.)
Agency inquiry for handkerchiefs. (E.S.B. 6677/64.)
Agency inqury for woollen blankets. (E.S.B. 6044/64.)
Agency inquiry for electrical and electronic equipment. (E.S.B. 6072/64.
Agency inquiry for refrigerating equipment. (E.S.B. 6603/64.)
Agency inquiry for public works equipment; materials handling equipment. (E.S.B. 5950/64.)
Agency inquiry for electronic equipment; textiles; voltage regulators. (E.S.B. 6163/64.)
Inquiry for hardware for furniture; tools. (E.S.B. 6062/64.)
Inquiry for caravans. (E.S.B. 3193/64.)
Inquiry for knitwear; Shetland cloth. (E.S.B. 6612/64.)
Market report on NEVERS and its region. (E.S.B. 5968/64.)

Germany (Federal Republic of)
Agency inquiry for baby's and children's clothing; hosiery; household textiles; knitwear; underwear. (E.S.B. 5998/64.)
Inquiry for confectionery; foodstuffs. (E.S.B. 6573/64.)
Inquiry for gramophone records; hi-fi equipment; radio and television sets. (E.S.B. 4783/64.)
Import opportunity – salted herring. (C.R.E. 158/62.)
Import opportunity – early eating potatoes. (C.R.E. 158/62.)

Israel
Agency inquiry for office supplies; raw materials for the cosmetics industry; sports goods. (E.S.B. 6617/64.)
Inquiry for chains. (E.S.B. 6367/64.)

Italy
Agency inquiry for marine and industrial supplies; paints and ropes. (E.S.B. 6079/64.)
Agency inquiry for silverplate. (E.S.B. 5888/64.)
Agency inquiry for men's clothing; woollen textiles. (E.S.B. 6522/64.)
Inquiry for textiles. (E.S.B. 6704/64.)

Jamaica
Inquiry for building materials and equipment. (E.S.B 6531/64.)
Inquiry for drugs; foodstuffs; household textiles; hardware; sanitary fittings. (E.S.B. 6156/64.)

Jordan
Agency inquiry for building materials; foodstuffs; office supplies; sanitary ware; textiles. (E.S.B. 5870/64.)

Kuwait
Inquiry in respect of insecticides. (E.S.B. 5707/64.)
Formation of oil drilling company. (E.S.B. 5101/64.)

Libya
Agency inquiry for men's clothing. (E.S.B. 6015/64.)

Malta
Agency inquiry for confectionery; foodstuffs. (E.S.B. 5941/64.)

Morocco
Agency inquiry for diesel engines. (E.S.B. 6700/64.)

Netherlands
Agency inquiry for riveting tongs (E.S.B. 4754/64.)

Netherlands Antilles
Agency inquiry for marine hardware. (E.S.B. 5909/64.)

New Zealand
Agency inquiry for drugs; medicines. (E.S.B. 36877/63.)
Manufacture under licence – cosmetics, perfumes. (E.S.B. 36877/63).

North America
Visits of departmental store buyers. (E.S.B. 506/64.)

Norway
Agency inquiry for knitwear. (E.S.B. 6053/64.)

Pakistan
Inquiry for training equipment for automobile engineering and graphic art. (E.S.B. 4113/64.)

Peru
Inquiry for cold storage plant. (E.S.B. 38902/63.)

Philippines
Inquiry for automobile workshop equipment. (E.S.B. 6018/64.)

Portugal
Inquiry for thermoplastics monofilament plant. (E.S.B. 6524/64.)
Inquiry for machinery and plant. (E.S.B. 6556/64.)
Inquiry for monofilaments plant. (E.S.B. 6319/64.)

Portuguese West Africa
Agency inquiry for sparking plugs. (E.S.B. 6560/64.)

Qatar
Agency inquiry for shoes. (E.S.B. 40914/63.)

South Africa
Inquiry for cutlery; earthenware; kitchen utensils. (E.S.B. 5887/64.)

Southern Rhodesia
Agency inquiry for oil heater. (E.S.B. 6602/64.)

Spain
Agency inquiry for mobile cranes; road sweeping equipment. (E.S.B. 6608/64.)
Inquiry for paper-making machinery. (E.S.B. 6717/64.)

Sweden
Agency inquiry for plastics "V" belting. (E.S.B. 5995/64.)

Switzerland
Agency inquiry for steel; tinplate. (E.S.B. 5869/64.)
Agency inquiry for organic chemicals. (E.S.B. 4329/64.)
Agency inquiry for knitwear. (E.S.B. 6555/64.)
Agency inquiry for chemicals; stabilizers for plastics. (E.S.B. 2250/64.)
Agency inquiry for knitted gloves and caps. (E.S.B. 6134/64.)
Agency inquiry for woollen piece-goods; mohair stoles. (E.S.B. 6376/64.)

Syria
Inquiry for diesel engines; tractors. (E.S.B. 5850/64.)

Turkey
Inquiry for machinery for manufacturing plough discs and agricultural knives. (E.S.B. 6076/64.)
Inquiry for machinery and plant. (E.S.B. 6130/64.)
Inquiry for dairy equipment. (E.S.B. 6093/64.)
Inquiry for pasteurization plant. (E.S.B. 6052/64.)
Inquiry for transformers. (E.S.B. 6070/64.)

United States of America
Inquiry for mop yarn. (E.S.B. 6400/64.)
Inquiry for disks for farm forage boxes. (E.S.B. 6368/64.)
Departmental store promotion of British goods. (E.S.B. 5700/64.)
Departmental store promotion of British goods. (E.S.B. 6131/64.)

Venezuela
Agency inquiry for solder. (E.S.B. 6091/64.)
Inquiry for foodstuffs; whisky; tea; toys; houseware items; hand tools. (E.S.B. 4142/64.)
First industrial promotion meeting – market report on various industries. (E.S.B. 5174/64.)

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Export tours of UK businessmen

The United Kingdom businessmen listed below are among those who will be calling at H.M. Government's overseas posts during their current visits to export markets. Overseas officers are able to give varied assistance to United Kingdom businessmen going abroad by providing itineraries, introductions to overseas buyers, suitable agents and so on. Firms who wish to use these official services should make contact in advance with the regional offices of the Board of Trade or with Export Services Branch, Hillgate House, London E.C.4. At the same time they are invited to send advance details of their overseas tours to the Editor for publication in the Board of Trade Journal.

African sales tour

Mr. Carl Mumme, Beresford and Son Ltd., Birmingham, is currently on a five weeks tour of Africa. The company is already represented by the United Africa Company in many parts of Africa and Mr. Mumme will be visiting many of the UAC branches to discuss the sales and servicing of Beresford pumps in those areas. He will then travel to South Africa and Rhodesia to discuss the establishment of new agencies. Beresford pumps are used throughout Africa and the range includes units to supply entire town requirements or at the other extreme, the needs of a small home, raising water from a well. Mr. Mumme will visit Sierra Leone, Nigeria, Ghana, South Africa, Rhodesia and Kenya and expects to return to London on March 22.

Canadian sales tour

Mr. A. C. Fry, engineer-representative for Vactric Control Equipment Ltd., Morden, Surrey, is travelling to Canada during the middle part of March. He will be engaged in the sales promotion of his firm's electrical components, including Ugon relays, for which Vactric hold agency rights in the United Kingdom and Commonwealth.

Plastics machinery in West Africa

Mr. J. A. Baldry, sales director of Peco Machinery Sales (Westminster) Ltd., is due to arrive in Lagos about the middle of March, and after about ten days intends to travel on to Accra. The company already exports injection moulding machinery for plastics to Nigeria and Ghana, and Mr. Baldry will investigate the possibilities of developing these sales.

Caribbean Spring tour

Mr. Wilfred D. Hart, commercial manager of the Royal Mail Lines Limited, London, is leaving London on March 8 for a Spring tour to certain Caribbean destinations, Venezuela, Colombia, and the Central American republics. He will discuss with his company's local representatives, British Commercial officers, importers and others, methods of improving the various freight services operated by Royal Mail Lines to all these areas.

Marine sales in Mexico, USA and Canada

Mr. E. M. Hawkyard, export sales manager of The Marconi International Marine Co. Ltd., Chelmsford, arrived in Mexico City on February 13 on a tour that will take him to Mexico City, New York and Montreal. While in Mexico he had consultations with Comunicaciones y Electronica S.A., Marconi Marine's agents in Mexico and attended the Mexican shipping exhibition 'Salon del Mar' which opened there on February 14.

Battery sales in Middle East

Mr. J. W. V. Hesse, overseas representative of Pritchett and Gold and E.P.S. Co. Ltd., Dagenham, is due to arrive in Tehran on March 2 on the start of a business trip to the Middle East. Mr. Hesse will be carrying out a sales tour for the company's Dagenite range of automotive batteries.

Tool manufacturers' Middle East tour

Mr. Dennis Pinches, assistant export manager of James Neill and Co. (Sheffield) Ltd., manufacturers of the 'Eclipse' range of hacksaw blades and tools, left the United Kingdom on February 21 to visit agents and distributors in Iran, Dubai, Qatar, Bahrein, Kuwait, Syria and the Lebanon. James Neill and Co. have for many years pursued a lively export policy and over 40 per cent of the company's total output goes to overseas markets.

New Zealand sales tour

Mr. B. Crewdson, sales director of The Great Grimsby Coal, Salt and Tanning Co. Ltd., manufacturers of deep sea fishing gear etc., will be touring New Zealand from March 13 to April 7. En route for New Zealand he will also make short stops in India and Ceylon.

Business visit to Europe and Middle East

Mr. F. H. Cross, sales director of Hardy and Padmore Ltd., Worcester, expects to leave London on March 30 on the start of a business tour of part of Europe and the Middle East. Mr. Cross, whose company produces iron castings and sand and gravel washing plant, hopes to travel to Italy, Yugoslavia, Bulgaria, Greece, Turkey, Lebanon, Cyprus, Egypt, Libya, Tunisia, Nigeria, Madrid and Gibraltar. He intends to return to London on May 26.

Successful visit to Cologne Fair

Mr. B. B. Funnell and Mrs. P. M. Funnell, directors of Bevan Funnell Ltd., Newhaven, Sussex, have recently returned from a highly successful visit to Cologne, where they exhibited their products at the Cologne Fair. During this exhibition Mr. Funnell secured £55,000 worth of orders for his company's range of hand-carved reproduction furniture.

Market research director on world tour

Mr. A. Wilson, managing director of Industrial Market Research Ltd., London, is travelling on March 14 to Delhi, Hong Kong, Tokyo, San Francisco, Denver, Washington, New York. He will visit overseas associate offices of his company to conduct feasibility inquiries for research projects for a number of British industrial goods producers, seeking export markets for their products.

Power tool sales in the Far East

Mr. R. E. W. Edwards, export sales representative of Black and Decker Ltd., Maidenhead, Berks, arrived in Singapore on February 11 to begin a sales tour of Malaysia, Hong Kong, and the Philippines. His purpose is to promote sales of Black and Decker industrial power tools by various means, including demonstrations. Following successful sales last year, Mr. Edwards is making plans for the further development of this area.

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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

IRISH REPUBLIC

Reduction of duty on certain floor tiles, textile floor coverings and flax yarns

IN THE *Board of Trade Journal* of January 3, 1964 (page 30), the reduction of duties in the Irish Republic from December 24, 1963, on certain floor tiles, textile floor coverings and flax yarns was announced.

Details of the amended tariff headings affected by the reductions are given in full below:

Tariff Heading	Licensing Provision	Rates of Duty		
		Full	Preferential	Special Preferential
69.07. Unglazed setts, flags and paving, hearth and wall tiles:				
(A) Pieces of mosaic on a backing of any material			No change	
(B) Other:				
(1) Floor tiles of clay:				
(a) Exceeding two inches in length on at least one side and exceeding 32s. 6d. per cwt. in value	(a)	37½%	25%	25%
(b) Other	(a)	75%	50%	50%
(2) Other:				
(a) Tiles, slabs and sheets			No change	
(b) Other			No change	
58.02. Other carpets, carpeting, rugs, mats and matting, and 'Kelem', 'Schumacks', and 'Karamanie' rugs and the like (made up or not):				
(A) Of coir or any similar substance			No change	
(B) Other:				
(1) Not exceeding 28 square feet in area in which the pile fabric and the backing are separately woven	(a)	60%	60%	40%
(2) Other	(a)	55½%	55½%	37%
59.02. Felt and articles of felt, whether or not impregnated or coated:				
(A) Floor coverings	(a)	55½%	55½%	37%
(B) Roofing and damp course materials			No change	
(C) Floor covering underlay material not impregnated with rubber or other solution			No change	
(D) Other			No change	
50.04. Silk yarn, other than yarn of noil or other waste silk, not put up for retail sale:				
(A) Multiple or cabled, containing more than 50% by weight of cotton, flax or true hemp or a combination of two or more of these materials:				
(1) Containing more than 50% by weight of flax	(a)	83⅓%	83⅓%	33⅓%
(2) Other			No change	
(B) Other:				
(1) Containing wool, hair or man-made fibres (continuous)			No change	
(2) Other:				
(a) Containing more than 50% by weight of man-made fibres (discontinuous)			No change	
(b) Other			No change	
50.05. Yarn spun from silk waste other than noil, not put up for retail sale:				
(A) Multiple or cabled, containing more than 50% by weight of cotton, flax or true hemp or a combination of two or more of these materials:				
(1) Containing more than 50% by weight of flax	(a)	83⅓%	83⅓%	33⅓%
(2) Other			No change	
(B) Other:				
(1) Containing wool, hair or man-made fibres (continuous)			No change	
(2) Other:				
(a) Containing more than 50% by weight of man-made fibres (discontinuous)			No change	
(b) Other			No change	
50.06. Yarn spun from noil silk, not put up for retail sale:				
(A) Multiple or cabled, containing more than 50% by weight of cotton, flax or true hemp or a combination of two or more of these materials:				
(1) Containing more than 50% by weight of flax	(a)	83⅓%	83⅓%	33⅓%
(2) Other			No change	
(B) Other:				
(1) Containing wool, hair or man-made fibres (continuous)			No change	
(2) Other:				
(a) Containing more than 50% by weight of man-made fibres (discontinuous)			No change	
(b) Other			No change	
50.07. Silk yarn and yarn spun from noil or other waste silk, put up for retail sale:				
(A) Containing more than 50% by weight of cotton, flax or true hemp or a combination of two or more of these materials:				
(1) Containing more than 50% by weight of flax	(a)	83⅓%	83⅓%	33⅓%
(2) Other			No change	
(B) Other:				
(1) Containing wool or hair			No change	
(2) Other			No change	
54.03. Flax or ramie yarn, not put up for retail sale:				
(A) Multiple or cabled, of flax	(a)	83⅓%	83⅓%	33⅓%
(B) Single, of flax, put up in balls	(a)	50%	50%	33⅓%
(C) Other:				
(1) Containing wool, hair or man-made fibres (continuous)			No change	
(2) Other			No change	
54.04. Flax or ramie yarn, put up for retail sale:				
(A) Of flax	(a)	83⅓%	83⅓%	33⅓%
(B) Other:				
(1) Containing wool or hair			No change	
(2) Other			No change	
58.07. Chenille yarn, gimped yarn (other than metallized yarn of heading No. 52.01 and gimped horsehair yarn); braids and ornamental trimmings in the piece; tassels, pompons and the like:				
(A) Chenille yarn and gimped yarn:				
(1) Containing more than 50% by weight of cotton, flax or true hemp or a combination of any two or more of them:				
(a) Containing more than 50% by weight of flax	(a)	83⅓%	83⅓%	33⅓%
(b) Other			No change	
(2) Other:				
(a) Containing wool, hair or man-made fibres (continuous):				
(i) Wholly of viscose, acetate or cuprammonium rayon			No change	
(ii) Other			No change	
(b) Other:				
(i) Containing more				

Tariff Heading	Licensing Provision	Rates of Duty		
		Full	Preferential	Special Preferential
than 50% by weight of man-made fibres (discontinuous)			No change	
(ii) Other			No change	
(B) Braids and ornamental trimmings in the piece:				
(1) Cord of vegetable fibres excluding machine made braided or plaited material for laces			No change	
(2) Other:				
(a) Machine made braided or plaited material:				
(i) For laces			No change	
(ii) Other			No change	
(b) Other			No change	
(C) Other			No change	

These new rates of duty are subject to a reduction of 10 per cent which was applied generally to protective duties on January 1, 1963.

FRANCE

Global quotas for live sheep, mutton and lamb

THE FRENCH *Journal Officiel* of February 19, announced the opening of quotas for the import of live sheep (Tariff No. 01-04 A I ex b), mutton and lamb (Tariff No. 02-01 A IV a ex f) originating in and imported from all countries with the exception of the member countries of the European Economic Community.

Imports will be confined to live sheep, each weighing not more than 44 kilogrammes, destined for slaughter, and carcases of mutton and lamb, fresh, chilled or frozen, weighing not more than 22 kilogrammes each.

Global import licences will be granted to the Fonds d'orientation et de regularisation des marchés agricoles (FORMA), 2 rue Saint Charles, Paris. In accordance with the conditions set out in a notice which may be consulted at the Ministére de l'agriculture (direction des produits, sous-direction du commerce exterieur), 3 rue Barbet de-Jouy, Paris, 7, and at the offices of FORMA, importers should apply for import certificates which will be granted within the global licences to groups of mutton producers and to traditional importers and exporters who can prove, by the production of customs documents that they have exported or imported at least 50 metric tons of the products falling under Tariff Nos. 01-02, 01-03, 01-04, 02-01 A II, III, IV, since January 1, 1961. The period for which the certificates are valid will be laid down by FORMA.

The conditions listed in the notice of January 25, (see *Board of Trade Journal* of February 7, 1964, page 315), are cancelled as from February 19.

Global quota for fresh fruit

THE FRENCH *Journal Officiel* of February 19, announced that apricots (Tariff No. 08-07 A) have been added to the list of fruits which may be imported from the convertible franc zone with the exception of the EEC countries under the conditions of a notice to importers dated December 28, 1963 (see *Board of Trade Journal* of January 10, 1964, page 73).

The quality standards referred to in that notice apply to apricots also.

Global quota for peas, beans and lentils

THE FRENCH *Journal Officiel* of February 19, announced that import licences for peas, dried beans and lentils originating in and imported from all countries under the arrangements set out in a notice dated December 21, 1963, (see *Board of Trade Journal* of January 24, 1964, page 185) will be valid until July 1, 1964.

The French text of the above notices may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Global quotas for imports

THE FRENCH *Journal Officiel* of February 23, announced the opening of quotas for the import of goods remaining subject to quantitative restrictions, during the first half of 1964, from all countries of the convertible franc zone, including Britain.

Applications to import goods in the following lists which, when imported from Britain are the subject of negotiated bilateral quotas, should be made in accordance with the conditions set out in the appropriate notice and not within the framework of the present notice.

Otherwise, applications for licences should be submitted to the *Service des Autorizations Commerciales (Importations), Direction des Relations Economiques Exterieures, Ministere des Finances et des Affaires Economiques, 8 rue de la Tour-des-Dames, Paris, 9e*, and should bear in the appropriate places on the application form the inscription 'Contingents Globaux – Avis du Fevrier 23, 1964 – No. du Code.....' the country of origin and the country from which the goods are being imported.

I. Products to be imported by Associations or similar organizations

Quota No.	Tariff No.	Product	Importing Association
50	Ex 12.01 ex 15.07	Seeds and oils for alimentary use.	S.I.O.F.A., 174 Avenue Victor Hugo, Paris 16e.
505	12.01 F II 15.07 ex B	Linseed oil and seed	S.I.L.I.N., 174 Avenue Victor Hugo, Paris 16e.
770	48.01 A, E I	Newsprint and paper for periodicals.	Societe professionelle des papiers de presse, 8, rue Yvon-Villarceau, Paris, 16e.

II. Products to be imported under licences for which applications are examined as and when they are received.

Quota No.	Tariff No.	Product
026	02.01 ex B	Offal and guts for organo-therapeutic uses.
0261	02.01 ex B	Offal.
DA	Miscellaneous	Various agricultural products with the exception of those imported under the minimum price arrangements.
170	09.01 A I a	Green coffee.
1731	09.04 A I	Pepper.
174	08.01 D II a 1	Shredded coconut.
24	78.01 B, 79.01 B, ex 80.01	Ore and scrap of non-ferrous metals.
25	73.02 I J III, ex 80.01, 81.03 ex A, 81.04 F, I, G I, I J I, K I, M I, O I	Ferro-alloys and various non-ferrous metals.
S.M.C.	Miscellaneous	Various products imported under the authority of the Service Metaux, Minerais et Materiau de Construction de la Direction des Mines.
31	Ex 73.01	Charcoal iron.
463	85.21 C, 85.21 E I	Semi-conductors and parts of semi-conductors.
D.M.E.	Miscellaneous	Various mechanical and electrical equipment.
47	Miscellaneous	Various aeronautical equipment.
48	Ex 89.01 B I, ex 89.02	Sea-going vessels (including pleasure and sports boats) and tugs.
5002	12.01 ex A	Edible groundnuts.
5007	15.07 B II ex c	Chaulmoogra oil.
5031	12.01 ex D	Soya seed for industrial use.
5042	15.07 B I a	Castor oil.
50 bis	12.01 ex G and ex Chapter 15	Various oleaginous seeds and fruits for non-alimentary use and various fatty substances other than those imported under the authority of S.I.O.F.A.
5121	13.02 ex C	Kordofan gum.
5132	12.01 ex G, 12.07 H, K	Plants for medicinal use and mustard seed for pharmaceutical use.
5146	05.14	Various raw materials of animal origin for pharmaceutical use.
51	Miscellaneous	Various raw materials for the chemical industry.
5325	Miscellaneous	Raw materials for antibiotics, cortisone and sterold derivatives.
535	Miscellaneous	Various other raw materials for pharmaceutical use.
539	38.16, 38.19 Q IV 1	Various culture and reactive media.
5397	38.07 A	Spirits of turpentine.
5398	38.08 ex A	Colophony.
54	Miscellaneous	Various parachemical products.
56	Ex Chapter 70	Various glass products.
573	53.02 ex B	Hair of Angora rabbit.
803	71.15 B I a, B I b 2a, B II b 3	Articles of precious and semi-precious stones.
D.I.D.T.	Miscellaneous	Various products imported under the authority of the Direction des Industries Diverses et des Textiles.

Licence applications for all the goods listed above may be submitted from February 23, onwards, when they will be examined as and when they are received.

Global quotas for steel sheets and plates

THE SAME *Journal Officiel* announced that for the period February 22 to December 31, 1964, inclusive, the quota mentioned in the French tariff heading 73.15 A VI a 1 for the import of steel sheets and plates, not further worked than hot-rolled, pickled or not, is fixed at 140 metric tons net weight.

The quota mentioned in tariff heading 73.15 A VI d 1 aa for the import of steel sheets and plates, otherwise worked, not further marked than cut to square or rectangular shape, is fixed at 20 metric tons net weight.

(*Continued on next page*)

FRANCE (continued)

Imports of pears

THE SAME *Journal Officiel* announced the possibility of importing pears (French tariff heading 08.06 B II ex a) originating in and imported from countries of the convertible franc zone (including Britain) other than member countries of the European Economic Community.

Pears corresponding to the quality standards 'extra' and 'I' laid down in certain regulations of the common agricultural policy will be imported under the procedure established by Notice No. 727 of November 25, 1961, relating to liberalized goods.

Pears corresponding to the quality standard 'II' will be imported under the minimum price procedure laid down in a notice to importers dated July 29, 1962.

Import authorities will be valid for four days including the day of issue of the visa.

Importers must conform to regulation No. 80/63/C.E.E. of the Commission of the European Economic Community, dated July 31, 1963, concerning the control of the quality of fruits and vegetables originating in and imported from countries outside the European Economic Community.

Duty-free quota for flax seed

THE FRENCH *Journal Officiel* of February 21, announced that the quota for the duty-free import of flax seed (Tariff No. 12.01 F I a) has been increased to 110,000 metric quintals (gross weight) for the period from July 1, 1963, to June 30, 1964.

Details of this quota were published in the *Board of Trade Journal* of November 17, 1962, page 1037, January 4, 1963, page 53, and of October 18, 1963, page 890.

The full French texts of the above notices may be seen at the Export Services Branch, Board of Trade, Room E.13, Hillgate House, 35 Old Bailey, London, E.C.4.

BELGO-LUXEMBOURG ECONOMIC UNION

Import duty tariff quotas

A BELGIAN Ministerial Order of February 20, 1964 (*Moniteur Belge*, No. 39 of February 22), contains three additions to the list of goods to be admitted free of import duty up to an annual quota specified against each item when imported from *non-EEC* countries. Goods imported under a duty tariff quota may *not* be re-exported from the Belgo-Luxembourg Economic Union in the condition in which they were imported.

Additions:

Tariff No.	Description of Goods	Annual Quota (Quantity – Metric tons)	
		OLD (Prior to Jan. 1, 1964)	NEW (From Jan. 1, 1964)
77.01 A	Unwrought magnesium	500	420
78.01 A	Unwrought lead	3,000*	3,000†
ex 78.01 A	Unwrought lead, containing in weight at least 0·03% of silver and destined for refining ('work lead')	‡	2,000†

* Quota for the first half of 1963.
‡ There was an annual quota for 1963 for 'Unwrought lead, containing in weight at least 0·01 per cent of silver and destined for refining ('work lead') amounting to 2,000 metric tons.
† Quota for the first half of 1964.

A previous notice on the Belgo-Luxembourg Import Duty Tariff Quotas was published in the *Board of Trade Journal* of February 7, page 314.

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch (Hillgate House, 35 Old Bailey, London, E.C.4. Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade is given on page 422 of February 21 issue.

IRAQ

Government purchases of consumer goods

THE Iraq Government Purchasing Board has during recent years taken over the purchase of certain consumer goods the most important of which are sugar, jute products, almost all rice imports and razor blades.

The purpose of this action is to protect the consumer from high prices due to shortages or hoarding and, as in the case of razor blades, to protect local industry by controlling the amount imported.

The present restrictions may be reduced or extended according to the Government's assessment of the market situation.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Telephone Abbey 7877, Ext. 2557.)

SIERRA LEONE

Amendment to customs tariff

THE SIERRA LEONE Customs Tariff (Amendment) Order 1964 published in a Supplement to the Sierra Leone *Gazette*, dated February 13, amends the First Schedule of the Customs Tariff with effect from January 29, 1964 by revoking the proviso to item 12A (published in the *Board of Trade Journal* December 13, 1963, page 1339) and replacing it by the following:

> 'Provided that any person may, by notice in writing to the Comptroller and with his consent, exercise an irrevocable option to pay duty under items 13A, 37(a) and 46 in respect of crown corks used in the bottling of non-alcoholic beverages and on alcoholic and non-alcoholic concentrates used in the manufacture of such beverages and thereupon such person shall not be required to pay duty under this item.'

SOUTHERN RHODESIA

Increases in customs duties

NOTICE HAS BEEN received of increases in customs duties, with effect from February 28, on a wide range of goods imported into Southern Rhodesia, including wines, spirits, foundation garments, bicycles, motor cycles, motor vehicles, certain rubber tyres and tubes, yarns, twine, textile piece goods, metal products, radios, soaps, leather goods, plywood, paper and cardboard and certain food products.

Details of the increased duties will be published in the issue of the *Board of Trade Journal* for March 13. Exporters requiring information in the interim should address their inquiries to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 469).

British Trade Commissioner in Kenya

MR. L. BEVAN, formerly in the Commercial Relations and Exports Department of the Board of Trade has been appointed as Economic Adviser to the British High Commissioner in Kenya and Principal British Trade Commissioner, to succeed Mr. B. W. Meynell who is returning to duty with the Board of Trade. Mr. Bevan will take up his new appointment on March 7.

We are cash buyers of merchandise of every description. Also Clearance Stocks, Discontinued Lines, Surplus and Redundant Stocks, also BOTTLES, Jars, Screw Caps, Cartons, and other Packaging Materials. In fact, goods of all kinds can be disposed of through us without delay, on the most favourable terms, and without trouble.

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CEYLON

Textile imports — 1964 quotas

IMPORT CONTROL NOTICES Nos. 5/64 and 6/64, issued by the Ceylon Controller of Imports and Exports on February 13 and 17 respectively, informed importers of textiles (Quota Items Nos. 20 and 21) that they would receive a further quota, equivalent to 200 per cent of the quotas granted to them for the period January to March 1964, to import the following varieties of textiles:-

(i) Bleached long cloth –	cotton 42″
(ii) Bleached poplin –	cotton 36″
(iii) Dyed poplin –	cotton 36″
(iv) Bleached cambric –	cotton 42″
(v) Printed cambric –	cotton 36″
(vi) Printed shirting –	cotton 36″
(vii) White and dyed sateen	36″
(viii) Taffeta	36″
(ix) Sheer crepe	36″ or 44″
(x) Muslin	36″ or 48″

The c.i.f. price of the above must not, however, exceed Rs.1 per yard. The final date of shipment of goods against the licences is September 30.

Finance Act No. 11 of 1963

THE BOARD OF TRADE have received a copy of the Ceylon Finance Act No. 11 of 1963 which was given assent on December 21, 1963.

The main features of the Act affecting British business interests generally are:-

(1) a tax on purchases of foreign exchange,
(2) a tax on transfer of property, and
(3) a business turnover tax.

A copy of the Act and a Handbook on the Business Turnover Tax may be seen in Room 338, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1.

MALAYSIA (THE STATES OF MALAYA)

Pioneer Industries Ordinance, 1958

THE BOARD OF TRADE have been informed that the Government of the States of Malaya has announced that the following industries and products have been declared Pioneer Industries and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1958:

Industries	Products
(A) Light metals manufacture	(i) Television aerial brackets and mountings (steel) (ii) Television aerial mountings (rubber)
(B) Motor vehicle accessories manufacture	(i) Wheel rim caps (ii) Wheel rim embellishers (iii) Door shades (iv) Plastic lamp cover (v) Car mascot (vi) Petrol caps (vii) Rear and wing mirrors (viii) Bumpers (ix) Radiator grille (x) Coil springs (xi) Radiator caps (xii) Bushes, pins and washers
(C) Miscellaneous stationers' goods manufacture	(i) Pins (ii) Paper clips (iii) Staples for office use
(D) Food preparations . .	Maltose
(E) Light metal manufacture .	(i) Taps (ii) Plumbing fixtures of brass
(F) Motion pictures . .	Television films and filmlets.

The proposal to designate (A)-(C) was reported in the *Board of Trade Journal* of December 20, 1963 (page 1389). A similar notice about (D)-(F) appeared in the *Board of Trade Journal* of January 3, 1964 (page 31).

All inquiries regarding this notice should be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2642) quoting reference C.R.E. 1236/4/G.

SOUTH VIETNAM

Stoppage of French imports

THE MINISTRY of Economy of the Government of the Republic of South Vietnam announced on January 28, 1964, that until further notice and with the exception of special cases, no licences will be issued to import goods from France and, in addition, no import licences will be issued to importers holding French citizenship in Vietnam.

In recent years the volume of trade between France and Vietnam declined in proportion to Vietnam's increased trade with the United States but French imports still had a fairly large share of the Vietnamese market. Prior to the Government's announcement France was Vietnam's third largest supplier and imports from France were valued at approximately United States $35 million per annum.

The import of certain essential products from France (e.g. spare parts for industrial machinery and materials necessary to prevent the disruption of local industries) will be allowed to continue but the ban will affect such products as machinery and heavy equipment, automobiles, electrical appliances and consumer products – in particular textiles and pharmaceuticals. A detailed list of French imports into Vietnam for the last three years is available for inspection in the Board of Trade Statistics and Market Intelligence Library, Hillgate House, 35, Old Bailey, London, E.C.4.

CHINA

Duration of trade mark registrations

THE CENTRAL Administration of Industry and Commerce have ruled that British trade marks will be registered or renewed in China for periods of 10 years. The ruling was given under Article 12 of the Trade Mark Control Measures of April 10, 1963, and applies to trade marks registered or renewed after April 10, 1963. Registrations which were granted under the Provisional Measures for Trade Marks Registration of August 28, 1950, will remain valid for 20 years.

FIJI

Customs tariff amended

THE FIJI *Royal Gazette* Supplement of December 20, 1963, contains a copy of Legal Notice No. 154 which amends the First Schedule to the Fiji Customs Ordinance. Item 179 is deleted and amended to read as follows:

Item No.	Article	Preferential Tariff	General Tariff
179	Drugs, medicinal and pharmaceutical products: (a) Imported by or on behalf of any hospital or medical institution approved by the Director of Medical Services, when delivered upon a written declaration to the Comptroller of Customs by the Medical Superintendent of the approved hospital or medical institution that such articles are required for the sole use of such hospital or medical institution	Free	Free
	(b) Not elsewhere specified	7½%	27½%

The new tariff rates came into effect on December 10, 1963.

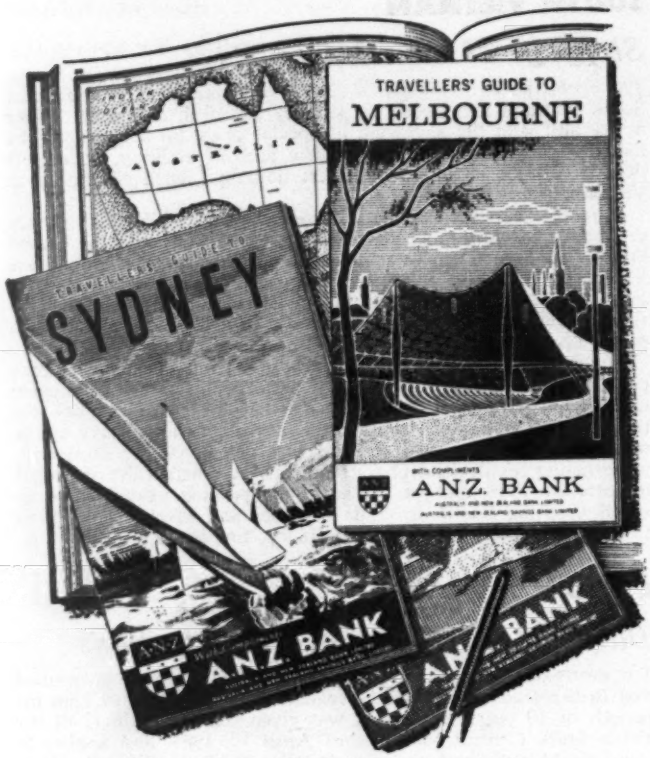
AUSTRALIA

Marking of fish fillets—whiting

THE AUSTRALIAN Customs and Excise have announced that in order to allow all exporters to clear present stocks of cartons which do not show the wording 'North Sea Whiting' as the trade description in addition to origin, an extension of time from June 1 until September 30, 1964, is approved in which to comply with the new requirements.

NSW Circular 1963/88, details of which were published in the *Board of Trade Journal* of August 16, 1963, (page 371), is amended accordingly.

(Continued on next page)



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Tariff Board inquiry

THE AUSTRALIAN Minister for Trade has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **continuous filament acetate yarn** (Tariff Items 460 (A) (2) (a), 460 (B) (2) (a) and 460 (B) (2) (d) (2)). This reference is of Departmental origin.

Details of the Tariff Items under which the above-mentioned goods are dutiable are given below:

Note: Specific rates are shown in Australian currency: £A125 = £100 Sterling.

Tariff Item	Goods	British Preferential	Most-Favoured-Nation	General
460	TEXTILE GOODS, viz.: of continuous man-made fibres or having a textile fibre content in chief part by weight of continuous man-made fibres, not covered by Item 117, 118, 120 (C), 331, 472, 475, 476, 477, 478, 480, 481 or 482:			
	(A) (2) Strip (artificial straw and the like), being flat strips of a width not exceeding 5 millimetres either produced as such by extrusion or cut from wider strips or from sheets, including folded strip and strip in the form of flattened tubes provided their width in the folded or flattened state does not exceed 5 millimetres:			
	(a) Of continuous filament acetate . . . *ad val.*	10%	22½%	25%
	(B) Yarns, not being goods covered by sub-item (A):			
	*(1) Of types ordinarily used by hand *ad val.*	Free	7½%	7½%
	(2) Other:			
	(a) Of or having a textile fibre content in chief part by weight of continuous filament acetate (other than triacetate) *ad val.*	10%	22½%	25%
	*(b) High tenacity industrial yarns, not covered by sub-paragraph (a) . . . per lb.	7½d.	1s. 3d.	1s. 7d.
	*(c) Containing not less than 20% by weight of wool calculated on the textile fibre content, not covered by sub-paragraph (a) or (b) . . per lb. and *ad val.*	4d. 10%	10d. 17½%	1s. 30%
	(d) Other:			
	*(1) Of polyamides or polyesters or combinations thereof, not being raw yarns . . *ad val.*	Free	12½%	12½%
	And, in addition, a temporary duty of *ad val.* provided that, in respect of such goods in direct transit to Australia on May 15, 1963, which are entered for home consumption on arrival no temporary duty shall be payable.	25%	25%	25%
	(2) Other . . *ad val.*	Free	12½%	12½%

* These paragraphs and sub-paragraphs are shown for information only: they do not form part of the reference.

This matter has been reported by telegraph by the British Senior Trade Commissioner at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities not later than **March 23**. Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. C.R.E. 2536/64.

Tariff changes

CHANGES HAVE BEEN made in the Australian Tariff affecting the rates of duty payable on certain knives on injection or puncture syringes and on injection or puncture needles.

Full details of these changes will be published as soon as possible, and meanwhile may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35, Old Bailey, London E.C.4. (Tel. City 5757, Ext. 468).

New Australian trade commissioner

MR. KENNETH HUGH JARVIE has been appointed as an Australian Trade Commissioner in London. He was formerly director of Australia's trade publicity directorate in Britain from 1954-57.

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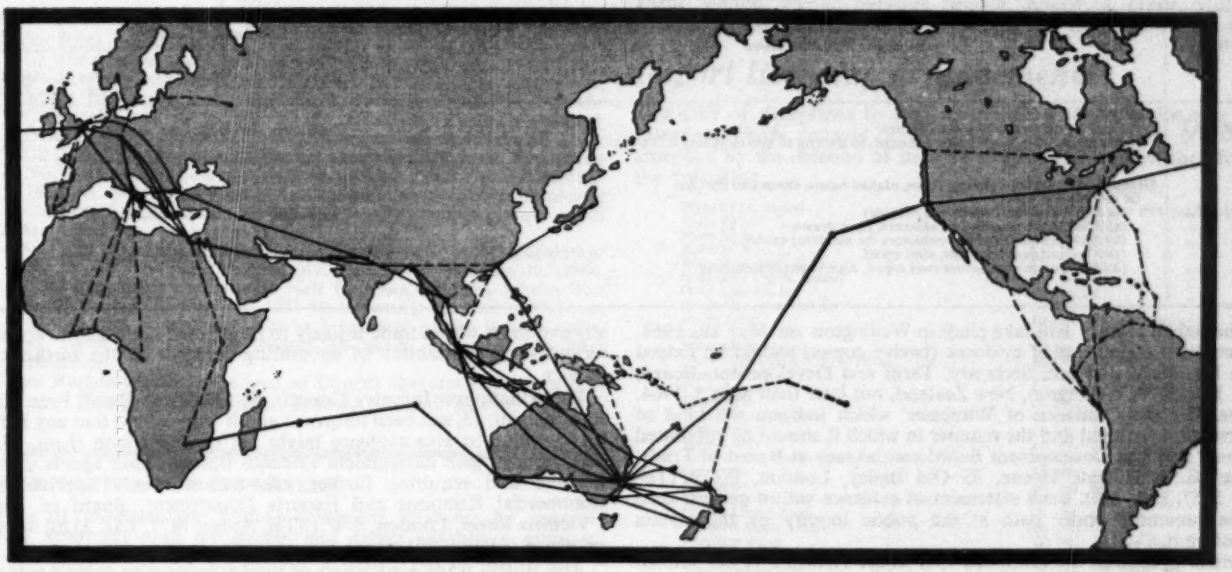

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NEW ZEALAND

Customs tariff inquiry

THE NEW ZEALAND Tariff and Development Board has announced that it proposes to inquire into and report on the rates of import duty which should be imposed on the following items:

Item No.	Tariff and Statistical Items	Rates of Duty				
		British Preferential	Australian Agreement	Canadian Agreement	Most-Favoured Nation	General Tariff
Ex 684.210.1	Aluminium wire: As may be determined by the Minister (Aluminium wire, hard drawn annealed, in sizes up to and including 0·284 in.).	15%	Such rate .. as the Min	of duty not .. ister may in	exceeding 25% any case direct	30%
Ex 693.130.1	Stranded wire, cables, cordage, ropes, plaited bands, slings and the like: Of alumunium wire: As may be determined by the Minister (a) Aluminium stranded conductors, hard drawn. (b) Aluminium stranded conductors for insulated cables. (c) Aluminium conductors, steel cored. (d) Aluminium conductors steel cored, high strength stranding.	15%	Such rate .. as the Min	of duty not .. ister may in a	exceeding 30% ny case direct	45%

The public inquiry will take place in Wellington on May 19, 1964. Typewritten statements of evidence (twelve copies) should be lodged with Mr. N. V. Farrant, Secretary, Tariff and Development Board, P.O. Box 5070, Wellington, New Zealand, not later than May 5, 1964. 'Notes for the Guidance of Witnesses' which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board can be seen at Board of Trade, Room E.54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 468). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

The Aluminium Industry Council, 60 Calthorpe Road, Five Ways, Birmingham, 15, has been informed and it is suggested that any British firm wishing to give evidence might get in touch with them. Firms proposing to give independent evidence through their agents in New Zealand and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2320) quoting reference C.R.E. 2571/64.

Any British trade association or firm proposing to submit evidence is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, of their intention.

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Customs tariff review on certain machinery

THE NEW ZEALAND Ministry of Customs has announced that it intends to review the decisions of the Minister approving the admission of certain machinery under Item 352 of the former Tariff (although the new Tariff came into force on July 1, 1962, provision was made for the continuation of these concessions until June 30, 1964).

The Ministry has now decided that machinery approved under Item 352 which is subject to the same or lower rates of duty in the present Tariff will revert to the substantive items from March 19 1964.

Anyone wishing to make representations for or against any of the remaining machinery being approved for further concessionary entry under the present Tariff (Part II, Items 10.1 and 10.2) should do so in writing to the Comptroller of Customs, Wellington, on or before March 19, 1964, clearly marking submissions '352 review' and quoting the relevant decision in full. Separate submissions should be made under each decision reference.

Items from the following classes of goods are covered by this review:

Boiler feed pumps
Spare coupling discs for flexible couplings of transmission gear
Trucks, trolleys and cars, charging, when standard equipment of furnaces and ovens
Valves, cocks, taps and hydrants, various
Varnishing machines for varnishing tin plates after designs have been printed thereon
Trailers fitted with dump bodies, specially suited for use in earth moving and mining
Trucks, dumping, self-propelled, specially designed for short-distance haulage of loose material in quarries, open cast mines, etc.

Further details of the items concerned and details of the substantive tariff rates can be seen at Room E.54, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468). Trade Associations thought to be interested have been informed, and it is suggested that any British firm wishing to make representations might get in touch with its trade body.

Firms proposing to submit independent representations and

requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2320), quoting reference C.R.E. 8080/G.

Any British firm or Trade Association intending to make representations is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1.

NEW HEBRIDES CONDOMINIUM

Revised customs regulations

THE BOARD OF TRADE have received copies of the following New Hebrides Joint Regulations:

(i) The Customs Import Duties Joint Regulation No. 19 of 1963, which came into effect on December 26, 1963. This Regulation, which contains a new schedule of Customs Duties, cancels the Customs Tariff mentioned in the *Board of Trade Journal* of October 8, 1955, page 813, and subsequent amendments to it.

(ii) The Customs Import Duties (Amendment) Joint Regulation No. 5 of 1964, which was deemed to have effect from December 26, 1963. This Regulation adds a schedule to the above mentioned Customs Import Duties Regulation which exempts certain goods from payment of import duty.

(iii) The Customs Service Tax (Amendment) Joint Regulation No. 9 of 1964 which came into effect on February 10, 1964. This Regulation amends the New Hebrides Customs Service Tax Joint Regulation No. 5 of 1955 by increasing the rate of Customs Service Tax from 1 per cent to 3 per cent of the invoice value, ex factory or shop, on nearly all goods imported into New Hebrides.

These Regulations may be seen at Export Services Branch, Board of Trade, Room E.48, Hillgate House, 35 Old Bailey, London, E.C.4.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal ***under the heading 'Information for United Kingdom Exporters'. Fuller information is also provided in the*** Export Service Bulletin, ***which is published by the Export Services Branch of the Board of Trade.***

JAMAICA

Customs tariff changes

THE JAMAICAN Minister of Finance has approved under item 38(5) of the Second Schedule to the Jamaica Customs Tariff the duty free importation of *Milking Parlours*.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35, Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

Import licensing arrangements

THE LIST of exceptions to the Jamaica Open General Licence (see *Board of Trade Journal* of April 28, 1961, page 1044) is further amended by the deletion of item 87 and the *substitution* therefor of the following:

Plate 6½ in. actual	not exceeding	£0 11s. 10d. per doz. c.i.f.
Plate 7½ in. "	" "	£0 15s. 10d. " " "
Plate 8½ in. "	" "	£0 19s. 8d. " " "
Plate 10 in. "	" "	£1 3s. 9d. " " "
Rim Soup Plate 8½ in.	" "	£1 2s. 0d. " " "
Oval dish 13½ in. actual	" "	£4 0s. 9d. " " "
Oval dish 15½ in.	" "	£5 15s. 6d. " " "
Sauce Boat (no stand)	" "	£0 5s. 9d. each
Puree Bowl	" "	£0 18s. 6d. per doz. c.i.f.
Ladle	" "	£1 1s. 0d. " " "
Puree Bowl stand	" "	£0 10s. 6d. " " "
Oval Vegetable or Cover Dish	" "	£0 15s. 6d. each
Open Scollop	" "	£2 10s. 0d. per doz. c.i.f.
Fruit Saucer	" "	£0 9s. 3d. " " "
Fruit Rim	" "	£0 13s. 9d. " " "
Teacup and Saucer	" "	£1 2s. 10d. " " "
Cup only	" "	£0 14s. 7d. " " "
Saucer only	" "	£0 8s. 3d. " " "
After-dinner Coffee Cup and Saucer	" "	£0 17s. 0d. " " "
Cup only	" "	£0 10s. 6d. " " "
Saucer only	" "	£0 6s. 6d. " " "
Tea or Coffee Pot – 24s (6-cup size)	" "	£0 8s. 6d. " " "
Cream Dish 10 ozs.	" "	£0 3s. 6d. each
Covered Sugar Dish	" "	£0 3s. 0d. "
Porridge Bowl	" "	£0 14s. 6d. per doz. c.i.f.
Salt or pepper shaker	" "	£0 18s. 0d. " " "
Cover Butter Dish	" "	£0 8s. 6d. each

Inquiries about the above notice should be addressed to the Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

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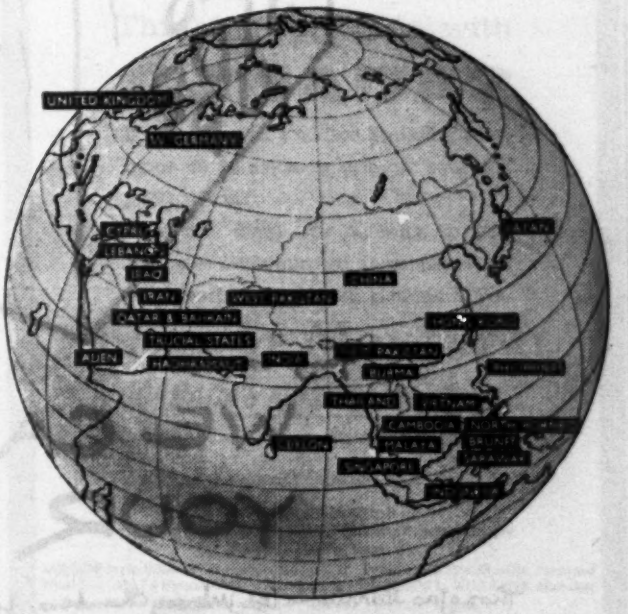

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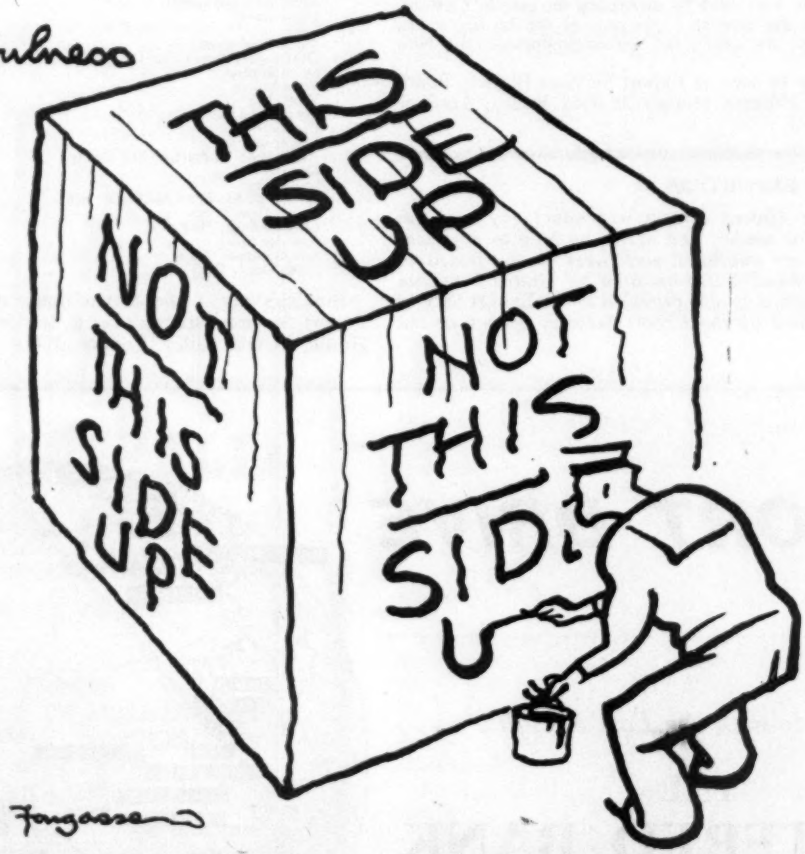

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VENEZUELA

Import subsidies

THE BRITISH EMBASSY in Caracas reports that the Venezuelan Ministry of Finance has issued a regulation dated February 6, 1964, governing Decree 1160 of January 18, 1964. This decree instituted a direct subsidy for the importers of certain essential goods following the changes in Venezuela's Exchange Rates. (Some details are now available in Export Services Branch of the Board of Trade).

The main points of the new regulation are as follows:

Article 2 states that in order to be eligible for the subsidy, the Importers must obtain from the Central Bank of Venezuela an import permit previous to the date of certification of the Consular Invoice covering the importation of goods in the case of shipments by sea or land. In the case of air shipments the date of the permit must be previous to the date of the arrival of the goods at the Venezuelan airport. This last date should be certified by the Customs in the respective Customs duties bill.

Article 7 stipulates that the Import permit will be valid for 90 (ninety) days except in the case of machinery which, by its nature, requires a longer period.

Article 8. The period of 90 days given in Article 7 can be extended by 45 days if requested from the Central Bank if it can be shown that the shipment was delayed because of reasons beyond the Importers control.

Article 11, part 2. The original of the commercial invoice must contain a sworn statement by the Exporter to the effect that the prices charged are those ruling for the Venezuelan market at the time. This statement, written either on the front or the back of the bill, should be legalized by a notary public or certified by the local Chamber of Commerce. In either case such certification should be legalized by the nearest Venezuelan Consul.

Customs classification amendments

THE BRITISH EMBASSY in Caracas reports that the Venezuelan Ministries of Development and Finance have issued a resolution dated February 6, which has the effect of separating Potatoes and Seed Potatoes for Sowing into two classifications in the Customs Tariff.

Sections 054-01, 054-01-01 and 054-01-02 of the Tariff have been abolished and superseded by:

054-01-00 Potatoes (4) (9).....0.18 bolivars per gross kg.

As indicated by the figure 4, this section is subject to normal import licensing procedure. The (9) means that when potatoes are imported in wooden containers, a reduction of 10 per cent will be allowed on the assessed duty.

Another section, 292-05-00 has been extended to include seed potatoes and now reads as follows:

292-05-00 Seeds for sowing (including seed potatoes for sowing) (15).....0.10 bolivars per gross kg.

This section is subject to import licensing requirements by the Ministry of Agriculture.

ECUADOR

Price control of pharmaceuticals

ON FEBRUARY 5, 1964, a decree came into force in Ecuador establishing a revised system of the control of prices of pharmaceuticals. This decree replaces the earlier Decree 906 of November 1, 1963, and Decree 1398 of December 30, 1963.

The main provisions of the new law are:

1. The establishment of a National Directorate for Pharmaceutical Price Control (DENAMED) as part of the Ministry of Social Welfare and Labour.
2. All pharmaceutical prices are to be adjusted immediately; they are to be the prices in force on December 31, 1963 less 15 per cent.
3. DENAMED is eventually to establish the retail prices of all pharmaceuticals on the following basis: F.O.B. price plus real costs of freight, insurance, import duties and taxes, port charges, etc., is to be the price 'in warehouse'; importers distributors are to be allowed a maximum mark-up of 25 per cent on the 'warehouse' price, and retailers/pharmacists are to be allowed a further 25 per cent.
4. All products must have the retail price printed on the container.
5. The sale of free samples is prohibited.

Other provisions concern the prices of pharmaceuticals sold by the Social Assistance Board and other charitable organizations, the pricing of pharmaceuticals made in Ecuador, etc.

PERU

Food code

H.M. EMBASSY in Lima has recently sent a copy (in Spanish) of the new food regulations, and the more important parts of the regulations have been translated. The complete regulations (in Spanish) and the translation can be seen at Tariff Section, Export Services Branch, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).

CANADA

'Made in Canada' ruling

THE FOLLOWING ruling has been made for Canadian Customs purposes:

Of *'a class or kind made in Canada'*:
Ammonium alginate
Ammonium calcium alginate
Potassium alginate
Sodium alginate

(Ruling effective March 26, 1964)

The above information is contained in Canadian Department of National Revenue Memorandum Series D51-31-1, dated February 24, 1964.

Central American economic integration

H.M. EMBASSY in San Salvador report that, on February 14, 1964, El Salvador deposited with the Organisation of Central American States (ODECA) her ratification of the Protocol to the General Treaty of Central American Economic Integration signed in Tegucigalpa on November 16, 1962. Consequently Costa Rica's economic relations with El Salvador are now governed by the General Treaty with effect from February 14, 1964. Costa Rica's commercial relations with Guatemala and Honduras are governed by the General Treaty with effect from November 7, 1963 and not October 31, 1963, as previously notified (see *Board of Trade Journal* of November 29, 1963, page 1219).

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PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the Board of Trade Journal.

Black and white prints. *These should be 'action' photographs showing U.K. goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination.*

Photographs of U.K. businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.

Colour photographs. *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*

SUBSCRIPTIONS AND SALES

Readers are reminded that subscriptions and sales inquiries should be addressed to the publishers at any of the following addresses: York House, Kingsway, London, W.C.2; 423 Oxford St., London, W.1; 13A Castle St., Edinburgh 2; 39 King St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 80 Chichester St., Belfast; or through any bookseller.

Telephone inquiries should be made to Waterloo 4944, Ext. 1195.

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Balance of payments (Q)	10 Jan. 1964
Business names registered (A)	7 Feb. 1964
Capital expenditure:	
By industry – provisional (Q)	This week
– final (Q)	24 Jan. 1964
Distributive and service trades (A)	27 Dec. 1963
Expected capital expenditure (6-M)	17 Jan. 1964
Cars and commercial vehicles (M)	28 Feb. 1964
Catering trades turnover (M)	14 Feb. 1964
Chemical industries production (6-M)	1 Nov. 1963
Companies:	
Income and finance (Q)	31 Jan. 1964
New companies registered (M)	This week
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Engineering and electrical goods:	
Production, exports and orders (M)	28 Feb. 1964
Deliveries of certain products (Q)	20 Dec. 1963
Film industry:	
British film fund agency returns (M)	28 Feb. 1964
Cinema admissions and takings (M)	14 Feb. 1964
Registrations of films (A)	28 Feb. 1964
Trends in film going (A)	1 Mar. 1963
Foreign trade:	
Commonwealth trade (A)	28 June 1963
Sterling area trade summary (Q)	14 Feb. 1964
Trends in exports of manufactures (A)	27 Sept. 1963
World trade and production (Q)	14 Feb. 1964
Foreign trade of the U.K.:	
Trade by air (6-M)	15 Nov. 1963
Unit value and volume index nos. (M)	14 Feb. 1964
Value of overseas trade (M)	28 Feb. 1964
Gold and dollar reserves (M)	14 Feb. 1964
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Business (M)	This week
Industrial building:	
Provisional figures (Q)	31 Jan. 1964
Industrial production:	
Census, first results (A)	27 Dec. 1963
Index nos. (M)	28 Feb. 1964
N. Ireland index (M)	28 Feb. 1964
Insurance companies:	
Assets (A)	19 July 1963
Transactions (Q)	20 Dec. 1963
Investments and earnings overseas (A)	15 Nov. 1963
Passenger movement to and from U.K. (Q)	24 Jan. 1964
Pensions funds:	
Assets (A)	26 July 1963
Transactions (Q)	13 Dec. 1963
Retail prices index (M)	21 Feb. 1964
Retail trade:	
Index nos. (M)	This week
N. Ireland index (M)	7 Feb. 1964
Shipping movement at U.K. ports (Q)	13 Dec. 1963
Stocks:	
Manufacturers and distributors (Q)	This week
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Textiles:	
Clothing and textile orders and deliveries (M)	21 Feb. 1964
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Wool and cotton output (M)	21 Feb. 1964
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Wholesale prices:	
Average prices of selected commodities (A)	21 Feb. 1964
Index nos. (M)	21 Feb. 1964

Board of Trade Departments, etc.

Subject	*Last published*
British Commercial Representatives Overseas	31 Jan. 1964
Board of Trade Addresses	28 Feb. 1964
Board of Trade Regional Organizations	21 Feb. 1964
ECGD Local Offices	31 Jan. 1964
British and Commonwealth Chambers of Commerce and other British Business Organizations Overseas	6 Dec. 1963
United States Consular Offices in the UK	21 July 1963

Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Board of Trade, 1 Victoria Street, London, S.W.1. (*Address for telegrams and cables:* Boneblack, London.) Printed in England by Merritt & Hatcher Ltd., London (K109) S.O. Code No. 72-3494.

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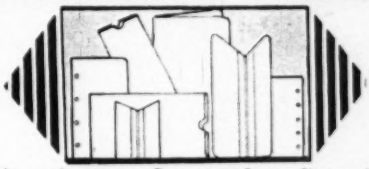

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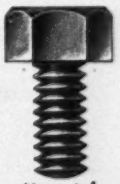

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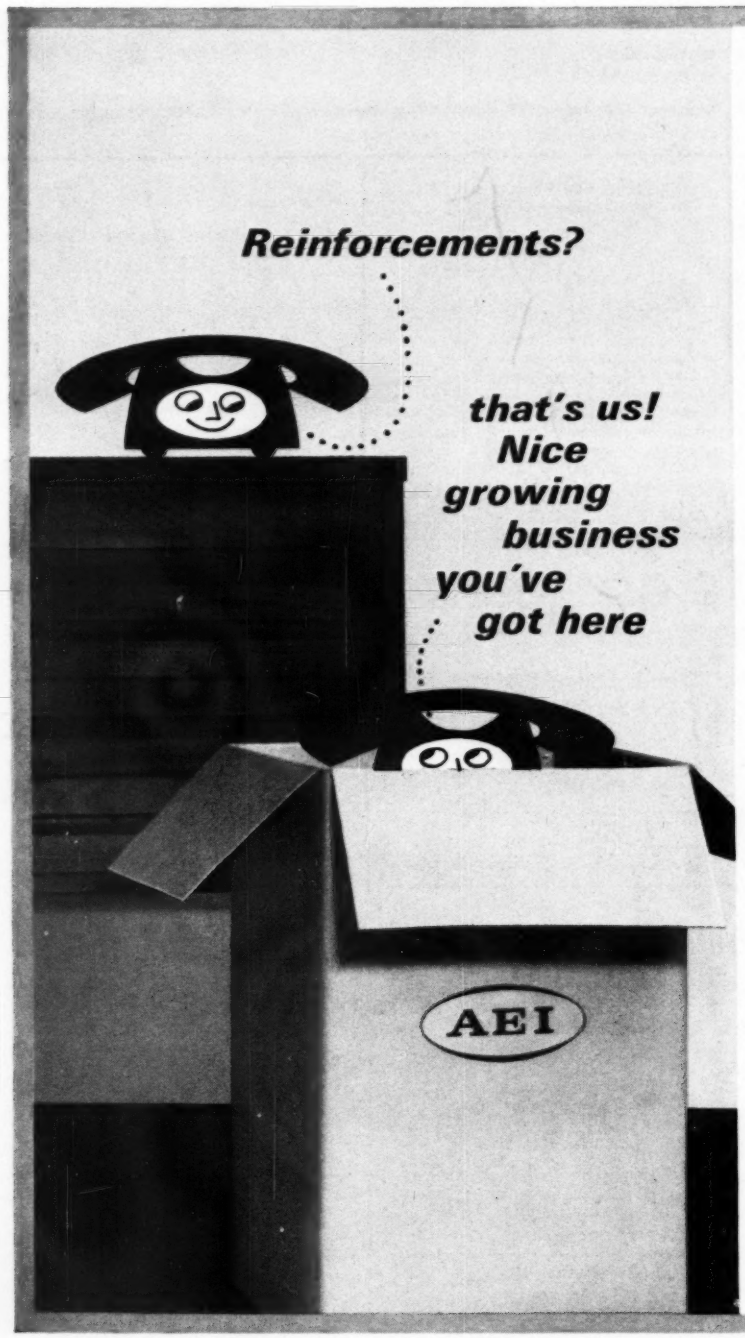

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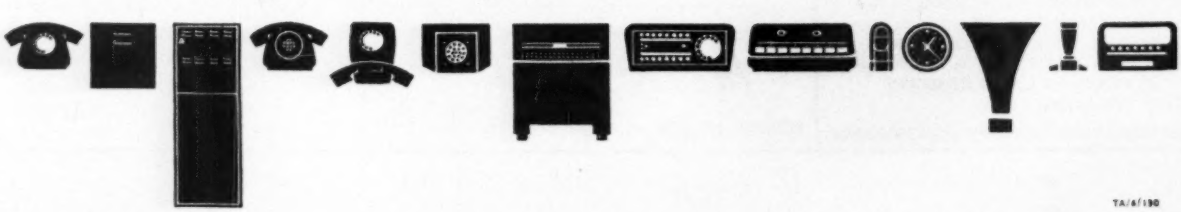

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